



4919 Route 22
PO Box 56
Amenia, NY 12501-0056

800-562-2139
Fax: 845-373-6360
Email: books@greyhouse.com
www.greyhouse.com

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Contact: Jessica Moody, V.P., Marketing
(800) 562-2139 x101
jmoody@greyhouse.com

Grey House Publishing announces the Eighteenth Edition of *The Directory of Health Care Group Purchasing Organizations*

Grey House Publishing is proud to announce the Eighteenth Edition of *The Directory of Health Care Group Purchasing Organizations*.

This directory is a comprehensive reference work of health care purchasing entities – both group purchasing organizations and integrated delivery networks (health systems with the purchasing power of GPOs). According to the Healthcare Supply Chain Association (2011), “Nearly every hospital in the United States (96% to 98%) chooses to utilize GPO contracts for their purchasing functions” and a slightly higher percentage (85% vs. 80%) of hospitals use GPOs for commodity-item spending vs. pharmaceutical spending. An independent study presented by the Healthcare Supply Chain Association (formerly the Health Industry Group Purchasing Association), estimates that group-purchasing strategies saved hospitals up to \$64 billion in 2008.

This edition of the *Directory of Health Care Group Purchasing Organizations* includes **620** group purchasing organizations with more than **12,000** Member Institutions, **3,387** key executives, **580** fax numbers, **311** e-mail addresses, and **606** websites.

Group Purchasing Organization profiles are arranged alphabetically by name. The *Member Institutions* are arranged by state, then alphabetically by name. Listings in the main body of the work include basic contact information, such as name, address, phone, fax, e-mail, web site, and year founded, plus some hard-to-find information like:

- Organization Information:
 - Number of Purchasing and Proprietary Members
 - Type of Members
 - Number of Beds
 - Number of Outpatient Visits
- Product Categories Negotiated
- Vendor Proposal Requirements

- Key Executives, with Purchasing titles clearly grouped
- Membership Fees
- Group Affiliations
- Alternate Sites
- Member Institutions: Individual Institutions (hospitals, clinics, and private offices) whose health care purchases are managed by the listed organization.

There are also five indexes to aid the user in finding exactly what they need.

- Expanded Services Index: Alphabetical list of organizations, categorized by: Information Systems Consulting; Clinical Outcomes Analysis Assistance; Managed Care Consulting; Assistance in Cultivating Hospital/Physician Relationships; and Material Management Benchmarking.
- Geographic Index: A state by state listing of all organizations in the directory.
- Key Personnel Index: An alphabetical listing of all key contacts, including their affiliated organization. Specific purchasers and buyers are italicized.
- Member Institutions Index: An alphabetical listing of all member institutions in the directory.
- Organization Type Index: An alphabetical listing of all organizations, categorized by the following types: Group Purchasing Organization; Alliance; Provider Management Company; Physician's Office; and Integrated Delivery Network.

For even easier access to data, the *Directory of Health Care Group Purchasing Organizations* is available through the Grey House Online Database <http://gold.greyhouse.com>. Subscribers to GOLD have access to all of this business building detail, and can search by geographic area, key contacts, organization statistics, keyword, and so much more. Plus, subscribers can download contact sheets to create their own mailing list or sales leads.

Featuring more new listings and member institutions than ever before, the 2013 edition of *The Directory of Health Care Group Purchasing Organizations* is the most current and comprehensive resource on group purchasing organizations and integrated delivery networks.

The Directory of Health Care Group Purchasing Organizations, 2013

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Database & Print Combo. \$800.00 (A \$175 Savings!)

Library Access & Multiple Users: Please Call for a Quote

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