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## **Grey House Publishing Announces the 2020 Edition of *Guide to Health Care Group Purchasing Organizations***

Grey House Publishing is proud to announce the 21<sup>st</sup> edition of *Guide to Health Care Group Purchasing Organizations*. This guide is a comprehensive reference work of health care purchasing entities—both group purchasing organizations and integrated delivery networks, which are health systems with the purchasing power of GPOs.

This edition of the *Guide to Health Care Group Purchasing Organizations* includes 644 group purchasing organizations, including a number of purchasing organizations based in Canada, serving North America. These organization profiles contain 5,071 key executives and 624 web sites. The number of member institutions included in this edition is about 11,500. Many of the GPO listings in this edition include complete lists of member institutions. For those GPOs with hundreds of member institutions, however, we listed only their larger members, and consolidated regional locations into centralized listings. Complete lists of member institutions can be found at each GPO's web site, or by contacting them by phone.

Following this Introduction are two valuable studies relating to group purchasing organizations, both by global management firm L.E.K. Consulting. "10th Annual Hospital Study: A Retrospective and a Glimpse into the Future" focuses on provider priorities, provider sentiment, and changing relationships with suppliers. "Time for Medtechs to Rethink GPOs?" discusses the complicated relationship that medtech companies have with group purchasing organizations.

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 the following hard-to-find data:

- *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.

### **Arrangement**

All Group Purchasing Organization profiles are arranged alphabetically by name. All Member Institutions are arranged by state, then alphabetically by name.

Five indexes are also included to help users find exactly what they're looking for:

- **Expanded Services**: 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**: A state by state listing of all organizations in the guide.
- **Key Personnel**: An alphabetical listing of all key contacts, including their affiliated organization. Specific purchasers and buyers are italicized.
- **Member Institutions**: An alphabetical listing of all member institutions in the guide.
- **Organization Type**: 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.

Featuring more new listings and member institutions than ever before, the 2020 edition of *Guide to Health Care Group Purchasing Organizations* is the most current and comprehensive resource on Group Purchasing Organizations, their key executives, their key purchasing agents, and the Member Institutions they represent. This easy-to-use resource is an invaluable tool for anyone researching or marketing a product or service to these important organizations.

### **Free Online Access**

Buyers of the print edition of the *Guide to Health Care Group Purchasing Organizations, 2020* receive THREE MONTHS of FREE ONLINE ACCESS to the title on GOLD, the Grey House Online Database at <http://gold.greyhouse.com>. Subscribers to GOLD have access to all of these business-building details 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. Call (800) 562-2139 for more information.

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