

Company Description

Ceres Purchasing Solutions is a group purchasing organization (GPO) specializing in virtually all clinical and non-clinical areas of spend in long term care facilities.

Ceres' goal is to align ourselves with our supplier partners so that our members are able to purchase products and services that create economic value and competitive advantage. We deliver these benefits by understanding member needs, providing excellent customer service, leveraging diverse professional experience, and providing one of a kind procurement tools and compliance oversight.

Our target market is small to medium sized chains that have 5-50 facilities in their portfolio. However, we do work with single facilities looking to reduce costs. We differentiate ourselves with our large buying power, expertise in formulary and order guide management, our web-based procurement tool, and a commitment to customer service. Our goal is to become your procurement partner, not just another GPO that passes along savings.

Our members include The Wilmac Corporation, Healthcare Management Partners, Magnolia Management, MSC Associates, Harrison Senior Living, Heritage Senior Living, Country Meadows Retirement Communities and NMS Healthcare.

Geographic Area Served: U.S. Only

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Cost Saving Strategies and Additional Service Offerings:** In addition to line item savings and operational efficiencies delivered by Ceres, we have partners that are able to provide excellent service in areas such as therapy, home health, and hospice.
- **Full-Scale Spend Management System:** Provides order execution and management at the facility level and detailed cost reports such as real-time spend data, PO summaries, and consolidated invoices per facility at the corporate level.

Suggested Consultative Discussions

- **Benchmarking and Your Business:** Ceres can benchmark your most commonly purchased categories of spend against others, and identify how to make a positive impact on your business.
- **Upcoming Market Fluctuation:** Discuss market trends in procurement, what causes these fluctuations and how Ceres can help you manage and make the most out of them.
- **Technology and Procurement:** Discuss how technology enhancements can improve your procurement process, improving efficiency and reducing your spend.



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