

Summa Purchasing Group

Company Description

Summa is a nationally recognized group purchasing organization with a focus on senior living, skilled nursing, assisted living, independent living, and continuing care retirement communities. We are affiliated with Provista™ - one of the nation's leading supply chain improvement companies, and Novation®, the country's largest supply contracting firm.

Summa is dedicated to achieving cost avoidance for thousands of members. We leverage our resources and expertise to deliver vast economies of scale in purchasing products and services tailored specifically to your organization. Summa will work directly with you to help guide your purchasing decisions. We take into account both the financial and non-financial factors that determine the mix of our product portfolio.

With Summa, you pool the resources and purchasing power of your communities with thousands of other members, accessing contracts with a network of national suppliers and saving your organization an average of 5–40% on everything from lighting to potatoes.

Geographic Area Served: U.S. Only

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **PinPoint:** Know the current value of our program, identify product conversion opportunities to improve value, and track spending against your PPD goal - all at your fingertips
- **ElderDining:** Let us tell you about the next generation in online menu systems and services.
- **Benchmarking:** Find out how your contract utilization and PPD to goal performance stacks up to your peers.

Suggested Consultative Discussions

- **Understanding Contracts:** We can help uncover some of the mystery in the contracting world, and show you how you can improve your program value by double digits.
- **Partnering with your GPO:** We'll show you how to create the most beneficial and transparent relationship with your GPO.
- **The Future of GPO Utilization:** We will share how we see GPOs evolving into true supply chain improvement companies.



Stephen Hull
President
shull@



Rusty Zosel
Vice President
rzosel@