



Tidewater

Group Purchasing

Company Description

At Tidewater GPO we use the purchasing power of thousands of members to negotiate aggressive, competitive pricing for the senior care marketplace.

Our focus for our members is to help reduce operating costs by maximizing spend dollars and minimizing waste, while enhancing dining, dietary and food programs. With 21 years of experience in the senior care market, we understand your needs. We offer unique contracts structured specifically for senior care as well as negotiated and managed food/dietary manufacturer deals. We also offer national and regional distributor options. And our national coverage of account executives insures that we have ongoing communication with your facilities.

It's easy to join – there are no membership fees or minimum purchases. And we serve long term care organizations of all sizes, from large national chains to regional chains and smaller independent owners.

Geographic Area Served: U.S. Only

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Access to the Best U.S. Foodservice Pricing:** Tidewater has a new business arrangement with VHA to access Novation's U.S. Foodservice deal. Now Tidewater members can access the industry's best U.S. Foodservice pricing and unique Senior Care Manufacturer deals together!
- **Multiple Food Options:** In addition to the U.S. Foodservice program, Tidewater members can choose from Sysco and Gordon's Foods.
- **Additional New Programs on the Way:** More programs to be added from our VHA/Novation arrangement during the 2010 year.

Suggested Consultative Discussions

- **Best Practices in Capturing GPO Value:** Learn how Tidewater programs and services save you money, help you monitor your vendor's performance and stay ahead of the GPO market trends.
- **Service from GPOs - Future Trends:** Not sure what your GPO is doing for you? Haven't seen a representative since you signed up? Tidewater will show you what service is all about. We are changing the way members access GPO's in Senior Care.



Mitch Steiner
VP, Sales & Marketing
msteiner@



David Negri
Area Sales Director, East
dnegri@



Doug Callant
Area Sales Director, West
doug.callant@



Mark Hunt
Corporate Accounts
mhunt10131@aol.com