



In the Company of Excellence



Company Description

Innovatix is the nation's largest Group Purchasing Organization (GPO) serving non-acute care providers. Through our affiliation with Premier, a leading acute care GPO, we provide our membership with access to some of the most competitive pricing for a variety of products and services. Innovatix members are able to take advantage of a portfolio of savings negotiated by leveraging a total purchasing volume of \$34 billion.

Working closely with such professional associations as ALFA, AAHSA and DMA, Innovatix understands the unique needs of Senior Living providers. Our membership-driven organization is currently helping thousands of senior living providers throughout the United States achieve substantial savings on their daily purchases.

In addition to our purchasing programs, Innovatix is deeply involved in legislative issues affecting the Senior Living Industry. The Innovatix Government Affairs Program is dedicated to fostering an understanding of the relationships between federal and state policy makers and Innovatix healthcare provider members by assisting in the exchange of information relating to clinical, business and financial matters that impact the ability of the independent pharmacy or non-acute care facility to deliver quality care.

Geographic Area Served: United States & Puerto Rico

Segments Served: SNF, AL, IL, CCRC

2010/2011 Product & Service Innovations

- **Expanded Regional Contracting Portfolio:** Innovatix offers a variety of regional and national contract enhancements to support our membership including: foodservice, energy, waste disposal and recycling, laundry chemicals, medical supplies to name a few.
- **Innovatix hosts an annual Legislative Conference** where members can learn about pertinent legislative issues and deliver their concerns direct to their respective Congressional leaders.
- **Annual Meeting & Exhibition:** Includes accredited continuing education opportunities. Members can also meet with some of the industry's most reputable manufacturers, suppliers, and distributors.

Suggested Consultative Discussions

- **Identifying Cost Containment Opportunities:** We'll help you drill down in each key spend center and take advantage of outstanding pricing for foodservice, chemicals (housekeeping, laundry, and warewashing), medical supplies and equipment, office and IT supplies/equipment, capital equipment, and facilities maintenance, repair, operations (MRO) supplies and equipment.
- **Member Communications & Input:** We rely on member feedback and direction when creating and enhancing our purchasing and value-added programs, receiving input from our membership in a variety of our ways including: face-to-face customer visits, phone and teleconferences, industry and trade events, member Advisory Group programs, and our National Meeting and Exhibition.



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