

# Group Purchasing Program



**PREMIER**

CERTIFIED SPONSOR



**Health Resource Services  
empowers providers.**

# Focusing on You So You Can Focus on Your Patients

From group purchasing savings and peer-to-peer insights to expert spend and supply chain management solutions, Health Resource Services (HRS) partners with you to deliver on your promise of quality care. HRS leverages the collective purchasing power of their member network to negotiate great pricing on products and services. As a provider-owned GPO, they believe you should never have to make a choice between profitability and patient care. That's their promise to you and your communities.

Healthcare providers face increased operating costs each year. Along with the pressure to cut costs, patients also want better care outcomes. Western Healthcare Alliance's (WHA) GPO program can help! Through this unique partnership, HRS (a Premier Certified Sponsor) and Montana Hospital Association (MHA) Ventures work closely with WHA members to ensure you have access to the products, information, and solutions to operate more efficiently and effectively, while providing quality, cost effective care in your community.

## HRS Advantages – Save You Time & Money

HRS and Premier bring the best of service to WHA members and together form a powerful network of providers. With access to hundreds of vendors, WHA members enjoy reduced pricing on quality services and supplies. As a Premier Certified Sponsor, HRS provides you with industry leading pricing that directly impacts your bottom line.

- **Over 3,100 Agreements** encompassing medical-surgical, pharmacy, nutrition, laboratory, facilities, purchased services, office supplies, information technology, diagnostic imaging, and more.
- **Over 200,000 Members Strong** including rural hospitals, IDN health systems, acute care hospitals, surgery centers, clinics, senior living facilities, psychiatric facilities, colleges and universities, K-12 schools, dentists, and more!
- **Custom Solutions Access** to a full suite of spend management and supply chain solutions. They can design a strategy that gets you the measurable results you need.

**Double  
=  
Digit  
Savings!**

## HRS is Constantly Evolving & Continually Improving to Better Serve You

As the demands on our members grow, HRS expands its strategic network, member offerings, and business capabilities. Their big-picture approach allows our members to stay focused on the day-to-day operations that create a better patient experience.

## Over 200 Field Staff & Specialists

Get onsite expert training and support you need, from benchmarking and planning to implementation and tracking.

## Creating a Brighter Future for our Communities

**One provider at a time. One patient at a time.**

HRS offers an extensive portfolio of member-driven contracts from brand-name suppliers as well as tailored guidance to boost your revenues and deliver personalized, value-based care. They are more than a GPO, HRS is the partner and advocate you need to propel your business into the future.



## HRS Goes the Extra Mile... Literally

HRS is one of a handful of GPOs that have a national team of dedicated field staff. Their representatives focus on helping you save across the entirety of your organization. They'll help you get up and running, choose the right contracts, and identify non-labor opportunities for savings through discounts or enhanced performance. Your representative is only a phone call away and will even provide in-person support when and where you need it.

## Success Begins with Access

**How their partnerships work for you.**

HRS goes beyond their duties as a GPO. For over 30 years, their leadership team has worked tirelessly to cultivate an extensive network of powerful regional and national partnerships that give members access to the comprehensive supply chain and spend management strategy, tools, and specialist guidance needed to stay ahead of market trends, increase profitability, and improve outcomes.

In addition to their affiliations with Premier, their strong relationships with well-known distributors, suppliers, and service providers allow members to leverage discounts on a wide range of quality healthcare and business-critical products and resources.



### Who is HRS?

Health Resource Services (HRS) is a national group purchasing organization (GPO). They leverage the combined buying power of members to purchase products, equipment, and services you already use at a discount. They negotiate contracts and offer WHA members reduced pricing on thousands of business critical items and resources. They also provide ancillary services to optimize spend and operational efficacy.



### Who is MHA Ventures?

MHA Ventures is the for-profit subsidiary of the Montana Hospital Association (MHA). They help their membership improve patient care, reduce operating costs, and strengthen their financial viability through customizable and flexible programs tailored to fit each member's individual needs.



**PREMIER**

---

CERTIFIED SPONSOR

### Who is Premier?

Premier is a leading healthcare improvement company uniting an alliance of more than 4,400 US hospitals and health systems and nearly 250,000 other providers and organizations to transform healthcare from the inside out – making it smarter, faster, and better. With integrated data and analytics, collaboratives, supply chain solutions, consulting and other services, they enable better healthcare and outcomes at lower costs. They play a critical role in the rapidly evolving healthcare industry, helping to shape everything from healthcare policy for populations to quality of life for patients. They do this by collaborating with members and leveraging the power of data and technology and consulting platform to co-develop innovative, long-term solutions that are reinventing and improving the way care is delivered to patients nationwide.

**Representing Over 1,400 Nationally Recognized Vendors**

## HRS Gives You More Ways to Save

Controlling costs is about more than just accessing discounts on individual items. You need a big-picture approach that drives revenues and builds value for your patients.



### SAVINGS ON PRODUCTS & SERVICES

HRS uses the collective buying power of members to negotiate best-pricing on the products, equipment, and services you already use. Their extensive contract portfolio is member-driven and continually growing.



### EXPERT ADVICE & GUIDANCE

HRS has a top-notch team of service representatives, expert consultants, and clinical specialists to help you with everything from assessment and benchmarking to implementation of best practices that optimize processes, savings, and outcomes.



### CUSTOM SUPPLY CHAIN SOLUTIONS

HRS business and healthcare supply chain experts will work with you to identify issues that are creating operational inefficiencies, gaps, or waste. Proper sourcing, management, and use of goods and services is vital to protecting your bottom line.



### CUSTOM SPEND-MANAGEMENT SOLUTIONS

HRS spend management consultants will equip your organization with the technology and know-how you need to monitor, manage, and adjust the various aspects of your spend that can dramatically impact the financial health of your business.



### PEER-TO-PEER NETWORKING

HRS networking events and councils give you the opportunity to learn from and share information with your industry peers. Leverage the collective power of your peers to gain access to information or resources and stay abreast of industry trends, innovations, and best practices.

**Over 30 Years of Service**  
Prioritizing providers.  
Promoting excellence.

## Save More. Do More.

**WHA members can expect double digit savings!**

Through the collective purchasing power of their valued members, HRS is able to secure discounts on the premium supplies, equipment, and resources members use every day. They provide access to an extensive portfolio of carefully negotiated contracts to help our members save more while making the most of every dollar you spend.

In partnership with key organizations such as Premier, they help members find even more savings. HRS works to pinpoint waste and inefficiencies in supply chain because they know it's not always about saving through discount pricing. By improving and streamlining processes and inventory members often realize hidden opportunities to boost performance, patient satisfaction, and their bottom lines.

- Surgical
- Pharmacy
- Food & Nutrition
- Imaging
- Medical Supplies
- Office Supplies & Purchased Services
- Environmental & Facilities
- Research & Lab Supplies
- Capital Equipment

## Going Above & Beyond to Help You Meet the Challenges of Today & Tomorrow



### MEMBERS COME FIRST

As a provider-owned business, HRS is wholly aligned with and guided by members. They are inspired by exceptional, quality care, not by shareholder profits. Simply put, they exist to help you succeed.



### UNRIVALED SUPPORT

When you join HRS, you'll be assigned a representative who will help you start saving right away. If needed, your rep will schedule the initial and periodic on-site visits to ensure that you get the full benefit of your membership.



### MEMBERSHIP IS RISK-FREE

Not sure you're ready to commit? HRS membership is obligation-free. Even if you are currently working with another GPO, HRS will work with you to access contract savings and show you how HRS can help.



### HELPING YOUR EMPLOYEES SAVE

Through the HRS Employee Discount Program your employees can receive discounts with Verizon, AT&T, and more.



### MEMBERS TELL HRS WHAT THEY NEED

As a member-driven organization, HRS relies on your insights and participation. Their member-focused, results-oriented representatives work closely with members to get you what you need to operate more profitably and successfully.



### EASY & FREE SIGNUP

Register online for free in less than five minutes. After sign up, your representative will evaluate your spend and identify opportunities to help you save and improve your operations.



### KEEPING YOU AHEAD OF THE CURVE

Stay ready for what's to come with their proactive support team and peer networks. Keep on top of trends and best practices and stay ahead of the competition.



### HELPING YOU BUILD VALUE

HRS helps members reduce costs, not quality. Through a winning combination of group purchasing, expert consulting, supply chain and spend management solutions, as well as peer-to-peer networking and information sharing, they help our members drive revenues and results.



### HELPING YOU SAVE FROM TOP TO BOTTOM

HRS will help you eliminate waste and inefficiencies across your organization that place unnecessary strain on your precious resources. By finding the many unexplored opportunities for savings, they allow members to realize their full potential.

**Helping You Care for your Bottom Line**



**Creating a brighter future for our communities. One provider at a time. One patient at a time.**



**WESTERN HEALTHCARE ALLIANCE**

Collaborating to **Improve Rural Healthcare** | [wha1.org](http://wha1.org)

**Reach out today to learn more & see how much money you can save!**

**Will Monk**  
Regional Manager  
Health Resource Services  
[will.monk@hrsgpo.com](mailto:will.monk@hrsgpo.com)  
719.678.1400