

Special Report

Group Purchasing Organizations

Firm	Principals	Services	Customers
Amerinet St. Louis, MO Tel. (800) 388-2638 www.amerinet-gpo.com	Stephen Saucier, Chairman Bud Bowen, CEO Noel Knobloch, EVP & CFO Todd Ebert, Pres. of Operations	Manages non-labor expenses and improves financial and operational performance with customer-focused group purchasing portfolios, supply chain management, revenue cycle management, and clinical consulting.	More than 1,900 acute-care hospitals; over 7,100 clinics; more than 3,700 hospital-based physicians.
Broadlane San Francisco, CA Tel. (866) 276-2356 www.broadlane.com	Charles E. Saunders, Chm. & CEO David Ricker, Pres. & COO Laurie Jackson, CFO Jeff Nelson, Acting CIO	Delivers transformational business services to healthcare providers that include clinical and operational services, equipment lifecycle services, labor solutions, procurement services, and supply chain management.	Over 12,800 other non-acute care health systems; over 915 acute care hospitals; more than 2,600 subacute care facilities; more than 18,000 physician practices.
Child Health Corp. of America Shawnee Mission, KS Tel. (913) 262-1436 www.chca.com	Don Black, President Craig Fischer, CFO	Owner hospitals have access to group purchasing services, insurance services, strategic business services, learning and development solutions, and research and development projects to benefit children's hospitals.	42 children's hospitals.
Consorta, Inc. Schaumburg, IL Tel. (847) 592-7800 www.consorta.com	John W. Strong, President & CEO W. Darrel Weatherford, COO Jacob J. Groenewold, VP Anna Fox, VP	Complete contract portfolio with programs to support alternate care, cardiovascular, med/surg, laboratory, pharmacy, food service, facilities, imaging, dietary and capital equipment.	More than 520 acute care facilities; more than 300 extended care facilities; more than 1,650 non-acute sites of care.
GNVHA Ventures, Inc. New York, NY Tel. (212) 246-7100 www.gnyhaventures.com	Lee H. Perlman, President	Through its subsidiary conducts acute care group purchasing activities, as well as a wide array of group purchasing services ranging from traditional contract negotiation/administration services to in-depth support services.	Approximately 170 hospitals located primarily in the New York, New Jersey, Connecticut area.
HealthTrust Purchasing Group Brentwood, TN Tel. (615) 344-3000 www.healthtrustpg.com	Jim Fitzgerald, President & CEO John Paul, VP Scott Farrar, VP Bill Francis, VP	Services include national agreements for clinical and non-clinical supplies and products, pharmaceutical care, capital equipment, and extensive contracts specific to long-term care and ambulatory surgery centers.	Approximately 1,200 facilities that include not-for-profit and for-profit acute care hospitals, ambulatory surgery centers, and alternate care sites.
Innovatix, LLC New York, NY Tel. (888) 258-3273 www.innovatix.com	John P. Sganga, President & CEO Rocco D. Consiglio, VP Walter S. Geba, VP Lisa Sokol, VP Jamie Thomson, VP David J. Mancione, VP	Provides high quality group purchasing and consultative services to a national membership base of alternate care and non-acute care institutional providers.	More than 7,500 alternate and non-acute care institutional providers.
MedAssets Alpharetta, GA Tel. (800) 950-4722 www.medassets.com	John Bardis, Chairman, Pres. & CEO Rand Ballard, COO & Pres. Howard Deichen, EVP & CFO Jonathan Glenn, EVP & CLO	Offers customized solutions that encompass procurement of common medical supplies, pharmaceuticals, physician preference supplies, and capital equipment.	More than 22,000 healthcare providers; more than 2,600 hospitals.
Novation LLC Irving, TX Tel. (888) 766-8283 www.novationco.com	Mark McKenna, President & CEO Eldon Petersen, Group SVP Jody Hatcher, SVP Larry McComber, SVP	Offerings in the following areas: anesthesia, bariatrics, business products, capital equipment and related services, cardiology, diagnostic imaging, dialysis, food and nutrition, intravenous products, and others.	27% of staffed beds in U.S.; 31% of nation's admissions; 29% of nation's total surgeries.
Premier San Diego, CA Tel. (858) 481-2727 www.premierinc.com	Richard A. Norling, Pres. & CEO Ann D. Rhoades, CFO Susan DeVore, Pres., Premier Purchasing Partners Robert L. Dowdy, Pres., Premier Insurance Management Services	Provides resources in supply chain automation. Offers diagnostic tools and field support to identify performance gaps in clinical processes and outcomes, staffing effectiveness, and other areas of the healthcare system.	1,500 acute care hospitals; 22,000 other providers and physicians located throughout the U.S.