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Partnership Brings Big Savings to Hospices

An exciting partnership that gives hospice organizations around the country a way to save operational dollars as they fulfill their mission of caring is announced. **CarePartners, LLC** has unveiled a dynamic program giving community hospices strength in numbers for purchasing power of goods and services.

In its first major announcement, **CarePartners** has chosen **Intalere** as their preferred partner for a new group purchasing option for hospices across the United States. "We are confident that Intalere is the right partner for us as we roll out membership opportunities nationwide" said Rhonda White, COO of CarePartners. "Given the current healthcare environment this is clearly the right time for community-based hospices to join together to create the savings we need so that we can continue the mission of the best hospice care in our respective communities".

Hospices becoming members of the CarePartners Group Purchasing Organization (GPO) will gain full access to what many consider unmatched, market-leading product pricing. Byron Zelin of Intalere says customer service to member hospices is the top priority. "Besides great pricing for the hospices, Intalere will dedicate a representative for each hospice that is responsible for finding savings, creating efficiencies and bringing solutions to provide better patient care" he said.

As part of this new partnership, members can take advantage of many solutions from Intalere:

- **Savings of 12 percent or more are common** through our relationships with nearly 1,500 leading suppliers, covering almost every area of expenses at your hospice. They ensure that each contracted supplier shares our focus on providing you with unmatched customer service.
- **Pharmacy solutions** – Every hospice is looking to control this expense line. Intalere can help in all facets of pharmacy services, from savings on pharmaceuticals and supplies to clinical support service programs, including consultative financial services. Intalere Clinical Pharmacy Specialists are registered pharmacists with years of practical leadership experience that are available to help with issues regarding clinical use, product availability and purchasing.
- **Facilities/Construction** – If you are building new or adding on, Intalere will bring their team of specialists with experience in assisting hundreds of healthcare projects across the country. During all phases of your project, from initial conception through the opening of operations, Intalere can help you with driving savings. **AND** our services include assisting your project manager/ team with equipment planning and purchasing, with average savings of 18 percent on your new equipment purchases. *(Your CFO will love this!)*

- **Employee Access Contracts** – Absolutely we will save member agencies money through discounts on products and services for your facilities but we also do so for your hospice team! That’s right, your associates can access discounts on products and services for their home and personal use. Significant discounts are available for cell phones (up to 22% for service and accessories) and office supplies, medical uniforms, paint supplies and car rentals!
- **We have built an aggregation model specifically for you as a hospice provider** in order to drive even more savings on the costs of products and services that are most important to you.

Today is a great day to learn more. Simply email us: info@carepartnersllc.com to learn more about CarePartners membership and how your hospice can access any of these services. No matter where you are in your fiscal year, take advantage of our free Strategic Savings Opportunity Report that will identify where you can immediately find savings.