



Dear OHCA Members:

Ohio Health Care Association, together with our parent the American Health Care Association, has officially entered into a partnership with Incite Strategic Partners, a Group Purchasing Organization (GPO) dedicated to *servicing and supporting* our nation's senior living profession. OHCA had many reasons for selecting Incite as our exclusive GPO partner leading with the fact that Incite is bringing best-in-class, Forum Purchasing driven contract pricing to all sizes of senior living operators in Ohio. The goals of this important new relationship are to bring members, of all sizes, the following value-added member benefits:

- Competitive pricing typically reserved for the largest senior living organizations nationwide.
- A full portfolio of high-quality contract offerings with no requirements for minimum contract use or volume spend.
- A *no out-of-pocket cost* purchasing and procurement platform that enables small-to-mid size operators the ability to achieve greater efficiencies in their purchasing practices.
- Improved customer service to assist with spend analysis and product comparisons.
- High resident/patient satisfaction through a portfolio of high quality offerings.
- Recurring non-dues revenue, based on member participation in the program, to support OHCA's continued advocacy for our members.

OHCA was an early adopter of the Incite program because we wanted to bring these incredible savings and services to our members right away. If you have questions for Incite, or want to get signed up, reach out to Nick Trankito at nick.trankito@incitesp.com or by phone at (813) 727-4232. If you wish to talk with an OHCA team member about this program, please contact Diane Dietz at ddietz@ohca.org or 614-551-9798.

Thank you for your consideration and for your support. I believe this program has the opportunity to help our members at the facility level and provide another compelling reason to be a member of OHCA.

Welcome to our newest member benefit, the Incite GPO!

Pete Van Runkle
Executive Director
Ohio Health Care Association