

## MESSAGE FROM AHCA/NCAL PRESIDENT AND CEO MARK PARKINSON ON NEW GPO PARTNERSHIP

**Dear AHCA/NCAL Members:**

I am pleased to announce a new exclusive partnership between the American Health Care Association and National Center for Assisted Living (AHCA/NCAL), and [Incite Strategic Partners](#), a senior living Group Purchasing Organization ([GPO](#)). With a shared vision of excellence and advocacy for residents, communities, and the senior living industry, Incite and AHCA/NCAL have aligned to bring you a best-in-class group purchasing experience.

**Signing up with Incite is easy and free.** Many of the brands you trust are on contract with Incite, and the online enrollment process makes paperwork a breeze.

**What are the benefits of a Group Purchasing Organization and why choose Incite?**

- **Benefits Your Organization:** Competitive contracted pricing means you'll save on many goods and services you already use.
- **Drives Greater Resident Satisfaction:** High-quality, recognizable brands at prices you can afford means greater resident satisfaction.
- **Supports Advocacy Efforts of AHCA/NCAL and states:** As a member of AHCA/NCAL and Incite, you can help support the vital advocacy efforts of your state association and the national association representing you in Washington.

**Why Incite?**

- **Incite focuses on savings at the invoice level**, helping your teams choose the right product for the right price.
- **All facility and company sizes are welcome to join.**
- **No fees and no volume minimums.**
- **No exclusivity requirements.**
- [Incite's Team](#) has over 200 years of senior living and GPO Experience.
- **Access Incite's e-procurement platform Incite Select, powered by DSSI**, at no out-of-pocket cost.
- **Analytical Incites:** Our BI tool that provides operators with actionable information for better decision making and more effective Incite program utilization.

- **Get free access to the [Blue Dot Community](#)**, Incite's learning library with videos, articles, and links for dining and nutrition teams.

Reach out today to learn more about signing up with Incite. Visit the Incite website: [www.incitesp.com/ahcancal](http://www.incitesp.com/ahcancal) or reach out to Nick Trankito at [nick.trankito@incitesp.com](mailto:nick.trankito@incitesp.com) or 813-727-4232.

Sincerely,



**Mark Parkinson**  
President & CEO, AHCA/NCAL