

Dear VHCA Members:

The Vermont Health Care Association has officially entered a partnership with Incite Strategic Partners, a Group Purchasing Organization (GPO) dedicated to serving senior living communities of all sizes. VHCA had many reasons for selecting Incite as their exclusive GPO partner. The most important goals that steer this new relationship are:

- **Benefits VHCA & AHCA/NCAL Members with competitive pricing and customer service**
- **Drives Greater Resident Satisfaction with high quality product offerings**
- **Generates Recurring Non-Dues Revenue for VHCA & AHCA/NCAL**
- **Serves as an enticing member benefit**

State association facility members will have the opportunity to sign up with Incite, which will allow your organization to earn non-dues revenue via royalty payments. VHCA was an early adopter of the Incite program, so our members can begin saving right away. Your regional Incite representative is Walter Miley, who will be happy to answer any questions you have and get you started on the Incite programs of your choice.

Thank you 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 VHCA.

If you have questions for Incite, or want to get signed up, reach out to Walter Miley at: [walter.miley@incitesp.com](mailto:walter.miley@incitesp.com) or by phone at: (813) 291-1069. You can also visit the dedicated Vermont Health Care Association page at [www.incitesp.com/vermont](http://www.incitesp.com/vermont)

Welcome to our newest member benefit, the Incite GPO!

Helen Labun,  
President of the Vermont Health Care Association

