



Dear HCAM Members:

With a mission to deliver services that add value to your membership, we are excited to announce the association is partnering with Incite Strategic Partners, a Group Purchasing Organization (GPO) serving skilled nursing and assisted living providers. We believe the group purchasing program will provide you with the opportunity to receive competitive pricing for dining options, medical supplies and services, housekeeping supplies and more. It will also increase resident satisfaction by supplying high-quality products and offer resources to help you maximize the potential program benefits.

All HCAM members — both skilled nursing facilities and assisted living communities — can participate in this program. Incite will provide a free analysis to determine the program's potential impact and savings for your organization. Our regional Incite representative, Ty Alexander, can get you started on the Incite programs of your choice. Contact him at Ty.Alexander@incitesp.com or (614) 623-7467.

If you wish to talk with an HCAM team member about this program, please contact Jenny Post at JennyPost@hcam.org or (517) 627-1561.

Thank you for your support, and welcome to our newest partner, Incite GPO!

Melissa Samuel

President and CEO

Health Care Association of Michigan