



Dear THCA/TNCAL Members:

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

- **Benefits THCA/TNCAL & AHCA/NCAL Members with competitive pricing and customer service**
- **Drives Greater Resident Satisfaction with high quality product offerings**
- **Generates Recurring Non-Dues Revenue for THCA/TNCAL & AHCA/NCAL**

Members will have the opportunity to sign up with Incite, which will allow THCA/TNCAL to earn non-dues revenue via royalty payments. THCA/TNCAL was an early adopter of the Incite program, so our members can begin saving right away. Your regional Incite representative is Charlie Grella, 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 save more money than is possible with any other GPO and at the same time help THCA/TNCAL. If you have questions or want to get signed up, please reach out to Charlie Grella at: charlie.grella@incitesp.com or by phone at: 678.524.2524. You can also visit the dedicated Incite webpage for THCA/TNCAL members at: <https://incitesp.com/tennessee/>

Please consider switching to Incite and please join me in welcoming our newest associate member, the Incite GPO!

Jesse Samples,
Executive Director
THCA/TNCAL