



A venture of LeadingAge and its State Affiliates

**Value First Owners**

- Aging Services of California
- LeadingAge Connecticut
- LeadingAge Florida
- LeadingAge Georgia
- LeadingAge Gulf States
- Life Services Network of Illinois
- LeadingAge Indiana
- LeadingAge Kansas
- LeadingAge Kentucky
- LeadingAge
- LeadingAge Massachusetts
- Aging Services of Michigan
- Aging Services of Minnesota
- LeadingAge Missouri
- LeadingAge North Carolina
- LeadingAge New Jersey
- LeadingAge New York
- LeadingAge Ohio
- LeadingAge Oklahoma
- LeadingAge Oregon
- LeadingAge PA
- LeadingAge South Carolina
- LeadingAge Tennessee
- LeadingAge Texas
- LeadingAge Wisconsin

## WHY VALUE FIRST?

We understand your commitment to mission and applaud your stewardship of financial resources. In that spirit, we formed VALUE FIRST, a national group purchasing organization, owned and operated by the people you trust; your state association. When you have questions, we will be there to help.

## WHO WE ARE

VALUE FIRST is a unique group purchasing organization. We are owned by LeadingAge and twenty four forward thinking state associations, including yours. Unlike most GPOs, we have a much deeper understanding of your issues. Unlike most GPOs, we are concerned about the quality of life of the people you serve.

We are powered by MedAssets, a national supply chain system with more than 400 vendor contracts for goods and services you use every day.



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**Choices Solutions Savings**

# START SAVING WHILE INVESTING IN YOUR ASSOCIATION



*A group purchasing organization of  
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## ELIGIBILITY

Any provider of services to a designated group of residents including, but not limited to, the entire spectrum of services to the elderly from skilled facilities and CCRC's to independent living apartments and other aging organizations. We also offer savings to providers of services for the developmentally disabled, group homes and pediatric care centers.

## HOW TO ENROLL

Enroll by signing a simple Value First/MedAssets participation agreement. This gives you access to all of the contracted MedAssets vendors but **does not obligate you to purchase**. Individual vendors may require an additional letter of designation.

Value First is a non-exclusive program. As a provider who needs to maximize your resources, we understand that you may be obligated to purchase from more than one GPO. With Value First, you can pick and choose as many or as few of the contracts from the broad portfolio of vendors.

***Now is the time to start saving while investing in your association.***

The savings can benefit you while the total spend can benefit your association. There is no cost to enroll. Contact Scot Scurlock at 202.465.4313 or [sscurlock@leadingage.org](mailto:sscurlock@leadingage.org).

Value First was designed for providers looking for cost savings with vendor contracts they know and trust.

## A SAMPLING OF THE PRODUCT CATEGORIES INCLUDED IN THE VALUE FIRST PORTFOLIO

- Construction Services
- Food Distributors
- Manufacturers
- Kitchen and Laundry Equipment
- Hospitality Services
- Furnishings/Interiors
- Medical Supply Distributors
- Incontinence Products
- Durable Medical Equipment
- Bathing Systems
- Charts and Carts
- Patient Lifts
- Mobility Aids
- Rehabilitation Services
- Nurse Call Systems
- Office Products
- Information Technology
- Safety and Security Systems
- Transportation
- Elevators and Service

Please visit our website for a complete listing of product categories and the names of the participating vendors.



[www.valuefirstonline.com](http://www.valuefirstonline.com)

## NEXT STEPS

***I signed the Value First participation agreement. How can I begin saving?***

Find your vendor of choice on our website. Notify your sales representative that you wish to access the Value First/MedAssets contract. If the sales rep is not familiar with the contract, please contact Chet Chandler at [MedAssets cchandler@medassets.org](mailto:cchandler@medassets.org) or Scot Scurlock at [leadingage.org](mailto:sscurlock@leadingage.org) for your MedAssets ID number and further assistance.

***How will I know if Value First offers a better value than my current supplier?***

MedAssets will do a cost study for you. Contact your association representative or Scot Scurlock at [sscurlock@leadingage.org](mailto:sscurlock@leadingage.org) for more information about the information they will need to complete a thorough and definitive study.

***I wish to continue purchasing from my current vendor but they do not have a contract with MedAssets. Is there someone the vendor could contact to inquire about becoming a MedAssets vendor?***

Yes, direct them to the Value First website. Then ask them to follow the link "Become a Vendor."

***How does my state association benefit from Value First?***

As an owner of Value First, your State Association can receive economic benefits. Please contact your State Association leadership for specifics.