GOAL: Understand what GPOs would be best for PCG to apply for and how to go about that process

NEED: Ask PCG about how I am reaching out to UNA

**UNA:**

Background:

* Una is the largest GPO in the US, servicing over 90K business with $100 billion in buying power
* Serving a wide variety of industries, PCG would have the chance to get deal across all their interested industries
* Made up of a small team that I could get In contact with to understand what the process would look like

How to Apply:

* Need to get in touch via the website inquiry form that I can fill out
* <https://una.com/become-a-supplier/>
* <https://una.com/wp-content/uploads/2022/07/Una-Supplier-Portfolio.pdf?d_utk=07602f8f-c0f9-47b6-b38f-30a668cb934d&d_campaign=2604679> supplier list

PREMIER:

Background:

* Refer to GPO interview conducted: <https://umass-my.sharepoint.com/:w:/r/personal/isenbergucg_umass_edu/_layouts/15/Doc.aspx?sourcedoc=%7BA4183A51-317F-4DD6-9E1F-C2DD30797BFD%7D&file=GPO%20Expert%20Interview-Premier.docx&action=default&mobileredirect=true>
* They service primarily healthcare but have a subsidiary that services universities, golf courses, casinos, hotels, and yacht clubs called Essensa

How to apply:

* <https://ciam.premierinc.com/register/?application=sbp>
* Apply via the link
* GPOs release bids based on member’s needs. Suppliers submit offers on these bids. Members decide which company wins the contract. The GPO’s contract manager or the members themselves will reach out to the company/companies that win the contract
* Contracts last from 6 months –2 years for Premier. Contract lengths vary based on GPO and member’s needs. It is up for negotiation
* For Premier, once a company is awarded the contract there is no middle person. Members are free to reach out to the supplier and vice versa
* Whoever applies to the GPO is the one who receives access to the bidding process. There is normally 1 company representative per supplier.
* Premier admits suppliers within 1 week-1 month
* The admission process for GPOs ranges from 1 week to 9months. This approval process is a normally a background check to confirm regulatory compliance
* There is a bid calendar for suppliers to track bids. Bids are released quarterly
* Available bids must remain open for 60+ days. PCG has 60 days to identify open bids and submit an offer