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## Aesyntix Physician Network (APN) & ASDS Frequently Asked Questions

### What is the Aesyntix Physician Network?

Aesyntix Physician Network (APN) is a group purchasing organization (GPO) designed specifically to help dermatology surgery practices improve profitability and efficiency through contract pricing and other practice management services. APN negotiates contracts with manufacturers and other business partners, resulting in cost savings and streamlined procurement processes for thousands of commonly-used products and services. APN has more than 100 dermatologists across 25 states participating in the network.

### Why did the ASDS choose to partner with APN?

As an organization dedicated to promoting dermatology practices, ASDS is constantly seeking ways to deliver greater value to its members. Through member surveys and market research, ASDS recognized the benefit of offering member access to a GPO. After an extensive evaluation, ASDS determined that, as the first-and-only GPO focused on the unique needs of dermatology practices, APN provides its members the greatest opportunity to improve business results. APN offers dermatology specific GPO contracts resulting in significant savings on items dermatologists purchase every day, such as sutures (Ethicon), medical lasers (Lumenis), office supplies (Staples), package delivery (UPS and FedEx), wireless phone service (ATT, Verizon, and Sprint) and many more. Not only do you benefit from your purchases and savings, but your society benefits as well.

### What value does APN bring to the ASDS membership?

By aggregating physician demand, APN has more leverage than individual practices and other associations when negotiating purchasing contracts. Pricing established through APN contracts is passed on to ASDS members. APN also provides exclusive value-added services, such as those mentioned above, and advisory boards, educational programs, and other practice management resources. All of these offerings are designed to help you better manage expenses, improve profit margins, and discover new revenue-generating opportunities.

### As an ASDS member, am I automatically enrolled in APN?

No. Participation in this GPO program is voluntary, and ASDS members must opt in through a simple no-cost, no-obligation enrollment process. See *"How do I enroll?"* below.

### Are all ASDS members required to join and participate in APN?

No. However we highly encourage all ASDS members to take advantage of this unique opportunity to join a GPO and ultimately save time and money for their practices.

### Does it cost to join APN?

No. As part of the ASDS-APN relationship, ASDS members receive access to the APN contracts at no cost and no obligation. If a non-ASDS dermatologist would like to gain access to APN savings opportunities, they need to join ASDS within 60 days of gaining APN access.

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### **How do I enroll and participate?**

Enrolling in APN is easy, requiring completion of a few simple forms. You may visit [www.apngpo.com](http://www.apngpo.com), click on Contact and complete the required information and the electronic enrollment forms will be sent quickly. Upon contract enrollment into APN, an Aesyntix representative will contact you with an introduction and provide information on how to gain access to the particular contracts and services you would like to access. You may also contact an Aesyntix representative at (951) 251-0350 to speak with someone immediately.

### **What contracts does APN currently have in place?**

APN has contracts with Ethicon (sutures), Lumenis (medical and aesthetic lasers and supplies), Staples, OfficeMax, and Office Depot (office supplies and equipment), ATT, Verizon, and Sprint (mobile phone), FedEx and UPS (package delivery), and Amerinet (more than 10,000 items, including medical/surgical supplies and business services). Through these contracts, APN participants have access to a broad portfolio of purchasing agreements for commonly-used products and services. Visit [www.apngpo.com](http://www.apngpo.com) to view a list of all offerings.

### **How much money can I save by participating in this GPO?**

Research and cost comparisons show that practices can save anywhere from 5-40% on their purchases by participating in a GPO. Actual cost savings vary according to volume and specific products purchased. For a sample pricing analysis and comparison, contact an APN representative at (951) 251-0350 or [contact@apngpo.com](mailto:contact@apngpo.com).

### **Does this obligate me to order all products through you?**

No. Enrolling in APN does not obligate you to purchase through our contracts. You can choose to order only through agreements that result in significant savings for you. We believe, however, that most if not all of our purchasing agreements will yield worthwhile savings for your practice.

### **How will this impact my current procurement process?**

You will continue to purchase products in the same manner as you do today. You will still receive the same quality products from the same manufacturers you enjoy today with improved pricing through APN contracts. Preferred vendors (contracts) will lead to larger savings, but you can order through your current channels for those contracts that apply to that vendor.

### **Will I lose my current discounts, rebates, and product benefits?**

No. We will not recommend you participate in an APN contract that results in less discount, rebate, or other product benefits than you currently receive from your existing contracts. Our goal is to secure contracts that result in significant savings for your practice. If they do not, there is no obligation to purchase through APN.

### **Can I still order my “favorite” products?**

Yes. You can order any product at any time from any manufacturer or distributor you choose. If your preferred vendor is not participating in an APN contract, you can simply order from them “out of contract.”

### **Does this increase my pricing, with APN as the “middle man?”**

No. Aggregate procurement and group purchasing is considered best practice<sup>1</sup> for many industries, including dermatology. In general, this model helps to lower market pricing, which is the intention of APN. APN brings increased efficiency to the supply chain by streamlining the negotiation and contract management process for manufacturers, while maintaining price transparency for APN members. APN receives administrative fees in

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return (and shares those with ASDS), which does not adversely impact your pricing. (¹ Booz Allen Hamilton, *Viewpoint—Best Practices Transfer: Unleashing the Value Within*)

**Where can I get more information?**

To learn more about joining Aesyntix Physician Network, contact an APN representative at (951) 251-0350 or [contact@apngpo.com](mailto:contact@apngpo.com). You can also visit [www.apngpo.com](http://www.apngpo.com).

