

Is a GPO worth it? You bet!

Save Even More on Ethicon Sutures

In March, the American Society for Dermatologic Surgery (ASDS) announced a group purchasing organization (GPO) partnership with Aesyntix Physician Network (APN) that provides ASDS members with access to valuable discounts on thousands of commonly purchased medical/surgical supplies and other products and services, including sutures (Ethicon) and medical lasers (Lumenis).

Delivering greater value to ASDS members

APN uses the “power of the network” to negotiate favorable pricing with manufacturers and other business partners, resulting in cost savings and streamlined procurement processes. Pricing and savings established through APN contracts are passed on exclusively to ASDS members.

Although the ASDS previously negotiated its own contract with Ethicon, APN’s contract offers increased opportunities to save as it leverages the network’s greater buying power for even lower pricing on the same high-quality (“gold standard”) sutures ASDS members buy. In addition, APN’s distribution contracts with Suture Express and Cardinal Health offer a fixed markup – so ASDS members know exactly what they are paying. This transparency

in pricing is extremely rare in an environment where additional fees are prevalent and ever changing.

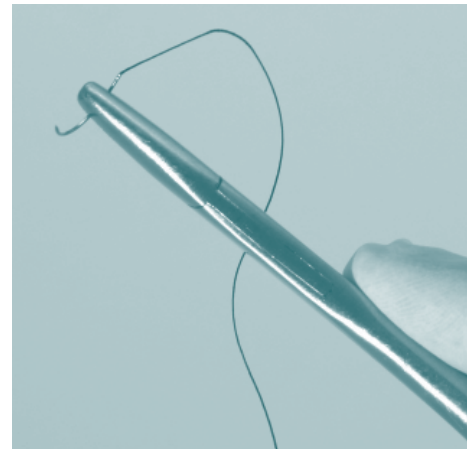
Susan H. Weinkle, MD, ASDS President and APN member, benefits from savings on her Ethicon suture purchases through APN’s contract. “Partnering with a dermatology-specific GPO is extremely beneficial. APN delivers significant cost savings on the same high-quality sutures I’ve been purchasing for years as well as many other products and services,” she said. “A key benefit to the GPO program is transparency. Knowing the list price and APN discount was critical in understanding my true costs. The low distributor markup provides significant additional savings.” (See table below of a member’s price comparison.)

Taking advantage of APN

APN has more than 1,500 different contracts in its portfolio, including:

- Ethicon (sutures)
- Lumenis (medical lasers and supplies)
- Staples, OfficeMax and Office Depot
- FedEx and UPS
- More than 10,000 other items, including medical/surgical supplies, exam tables, mobile phone service, electronics and business services

Research and cost comparisons show that practices can save anywhere from



5 to 20 percent on their purchases by participating in a GPO. Actual cost savings vary according to volume and specific products purchased.

No-cost, no-obligation enrollment

The bottom line: Participating in a GPO is a great opportunity for dermatology practices to save money while streamlining the purchasing process. Through APN, ASDS members have exclusive access to savings not found elsewhere. Furthermore, APN does all of the “heavy lifting” and negotiation so members can focus on what they do best – caring for their patients – while enjoying a boost to their bottom lines.

ASDS members receive access to the APN contracts at no cost and no obligation. Enrolling in APN is easy. Simply look for the online Enrollment Form at www.apngpo.com. For more information, contact an Aesyntix representative at 951-251-0350 or membership@apngpo.com. ■

Item #	Description	Practice Current Invoiced Price	Ethicon List Price	Aesyntix Pricing Tier 3 (20% Discount)	Distributor 15% Markup	Total APN Member Price + Markup	Variance Dollars (Savings)	Savings %
J427H	3-0 VICRYL CTD PS-2	\$ 362.14	\$ 307.02	\$ 245.62	\$ 36.84	\$ 282.46	\$ (79.68)	-22%
698G	5-0 ETHILON P-3	\$ 108.31	\$ 94.05	\$ 75.24	\$ 11.29	\$ 86.53	\$ (21.78)	-20%
Y463G	5-0 MONOCRYL P-3	\$ 168.00	\$ 130.42	\$ 104.34	\$ 15.65	\$ 119.99	\$ (48.01)	-29%
Y464G	4-0 MONOCRYL P-3	\$ 168.00	\$ 128.05	\$ 102.44	\$ 15.37	\$ 117.81	\$ (50.19)	-30%
Y513G	4-0 MONCRYL PS-2	\$ 168.00	\$ 130.48	\$ 104.38	\$ 15.66	\$ 120.04	\$ (47.96)	-29%
		\$ 974.45				\$ 726.83	\$ (247.62)	-25%

Actual price comparison available to ASDS Members showing transparency and savings available.