



ProviderSelect: MD™

Essensa's solution for controlling costs and accelerating performance in physician offices

Program Overview

Effectively managing physician office operating expenses can make the difference between just getting by and thriving financially. Operating expenses include variable cost items such as medical supplies, pharmaceutical supplies (including vaccines), office supplies, and purchased services, to name a few. The better managed the physician office operating expenses, the more profitable the practice.

ProviderSelect: MD is the nation's largest physician group purchasing program. Our comprehensive contracts and services have empowered physician practices by:

- › Reducing clinical and non-clinical costs
- › Facilitating contract optimization
- › Improving administrative functions

WHAT MAKES US DIFFERENT

ProviderSelect: MD offers measurable savings and unprecedented opportunity for your physician practice to control and reduce procurement cost and related operating expenses.

Size matters: Essensa is a leading group purchasing organization for non-acute healthcare. We leverage the extensive resources and more than \$60 million annual purchasing volume of our parent company, Premier, to bring your physician practice the best contract pricing.

Purchasing flexibility: Providing choice for each physician practice to select products and services critical to specific needs

Savings: Demonstrating an aggregated savings of 15% for most physician practices

Service: We're there when you need us – local and national support from Essensa and its suppliers is only a click or phone call away

Portfolio features

Essensa's ProviderSelect: MD program offers a comprehensive portfolio of market-leading suppliers that will improve your practice's financial performance and operational efficiency. This program is designed specifically for the independent physician practices and medical groups who seek trusted and creative ways to maximize cost-efficiencies while delivering quality patient care.

Medical/Surgical/Laboratory Supplies: Anchored by our distribution agreement with McKesson Medical-Surgical, ProviderSelect: MD offers each physician practice the best contracts from Essensa and McKesson. Whether you are an existing or new customer of McKesson, your participation in the ProviderSelect:

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MD program will provide unique benefits beyond the great price and service generally offered by McKesson. **ProviderSelect: MD and McKesson will work together to ensure you receive the maximum savings through contract utilization, standardization and inventory management.**

Pharmacy: ProviderSelect: MD members who elect to participate in the pharmacy program will benefit from our unique “one stop shop” distribution agreement with McKesson. This agreement allows McKesson to access Essensa’s pharmacy contracts and extend the contracted cost to your physician practice. The pharmacy portfolio includes a comprehensive list of pharmaceuticals including brand names, generics, and vaccines. This program also allows the flexibility to order vaccines directly from the manufacturer if necessary.

Office Products and Equipment: ProviderSelect: MD offers a wide range of contracts that allows your physician practice choice and variety in this product mix. Access hundreds of contracts including:

- › Printing and promotional
- › Office supplies
- › Copiers and fax machines
- › Computer supplies
- › Filing supplies and systems
- › Uniforms
- › Exam room furniture

Practice Administration: Another feature of this program is access to practice administration contracts.

Unlike many group purchasing organizations that only provide contracts in medical/surgical categories, ProviderSelect: MD offers valuable contracts with additional savings in the areas of:

- › Express shipping
- › Insurance services
- › Background check services
- › Cellular telephone

Participation: Joining the ProviderSelect: MD program is easy and risk-free. Just complete the simple membership application and only use those contracts that are right for you. Start improving your operating expenses. **Join the ProviderSelect: MD program today.**

For more information, please visit:
www.Essensa.org/Physicians