



Industry Leaders in Supply Chain Solutions

Who is HSCA?

The Healthcare Supply Chain Association (HSCA) represents the nation's leading healthcare group purchasing organizations (GPOs), which are critical cost-savings partners to America's hospitals, nursing homes, nursing home pharmacies, clinics, home healthcare providers and surgery centers. HSCA and its member GPOs are committed to delivering the best products at the best value to healthcare providers, to increasing competition and innovation in the market, and to being supply chain leaders in transparency and accountability.

History of HSCA

The association was founded in 1990 as the Health Industry Group Purchasing Association (HIGPA). In 2007, the supplier community of HSCA became an independent association called the Health Industry Supply Chain Institute (HISCI). HSCA continues to work collaboratively with HISCI, co-hosting events and education. In 2011, HIGPA was renamed as the Healthcare Supply Chain Association (HSCA), to better align the organization's name with its mission to provide advocacy and education to those involved in the healthcare supply chain. HSCA celebrated its 25th anniversary in 2015.

HSCA Member Ambitions

HSCA member organizations provide the following key functions:

- Reduce healthcare costs
- Support competition and innovation
- Support transparency
- Improve healthcare supply chain processes and efficiencies

HSCA Member Organizations



HSCA Membership Requirements

Membership in HSCA is exclusively for group purchasing organizations. Applicants must complete a membership application for consideration. Approved companies must pay annual membership dues and participate in the Healthcare Group Purchasing Industry Initiative.

Member Benefits at HSCA Events

HSCA members are eligible for companywide registration discounts to HSCA-hosted events like our annual National Pharmacy Forum. In addition, HSCA members have access to exclusive members-only receptions at the event, as well as valuable leadership meetings and steering committees.



Find your voice with HSCA

HSCA’s public policy and public relations initiatives work to support our ultimate goal of protecting and supporting the GPO Safe Harbor Clause.

Public Policy Initiatives Include:

- Policy and position papers on topics like drug shortages and biosimilars
- First access to research studies and white papers
- Press releases and statements on critical policy topics
- Fundraisers, PAC events, and presentations for key targeted Congressional leaders, including those with direct oversight on the HELP and other committees
- Hill briefings– providing education and increased visibility

HSCA utilizes a dedicated Public Policy Committee, comprised of experienced governmental affairs staff from major GPOs, industry experts, and our talented lobbying firms. HSCA also offers a devoted Pharmacy Committee, providing key insight into pressing issues in the supply chain.

Joining HSCA offers you a seat at the table and allows your organization to play a key role in the review and creation of industry policy initiatives. Lend your organization’s voice in the effort to promote the benefits of GPOs’ positive work and impact and stay up to date.

HSCA’s public relations efforts are focused on promoting our positive message, industry education, and increased visibility.

Public Relations Initiatives Include:

- An active social media presence with Twitter and LinkedIn, sharing relevant industry news stories and discussions
- HSCA eNews – a daily e-mail that provides our members with news concerning the latest opportunities and challenges within our industry
- Quarterly HSCA Newsletter– a quarterly electronic newsletter that informs our members of activities and shares thought leadership
- Innovative and insightful research studies– with targeted distribution and members only exclusive first access

HSCA works closely with a dedicated public relations team and collaborates with our committees and Board to produce high quality and impactful materials. Joining HSCA’s efforts will help your organization coordinate advocacy and outreach for consistent messaging.



Application for Membership

Please complete the following application for membership into the Healthcare Supply Chain Association (HSCA). HSCA, as a trade association, will consider only the company/organization identified below for membership in the Association. Any parent, subsidiary or affiliated organizations related to the company/organization applying for membership will not be entitled to HSCA member benefits. **The designated representative should be a senior level executive with direct involvement in the health care group purchasing supply chain industry.** In addition, the designated representative will be the primary contact for your company and the key liaison for HSCA events. They will also be the primary recipient of all HSCA promotional & education information and will have the voting voice at our annual meetings.

Company/Organization _____

Name of Designated Representative _____

Title _____

Mailing Address _____

City, State, Zip _____

Phone _____ Fax _____

E-Mail _____

Website _____

Name of President/CEO _____

Circle President or CEO, or both, or indicate proper executive title:

Please provide contact information for President/CEO if different from above:

Mailing Address _____

City, State, Zip _____

Phone _____ Fax _____

E-Mail _____

Membership Application Questionnaire:

1. Please briefly summarize or attach an overview of your company.

2. Please review the following statement and check if it applies:

- Is your organization through your PAC or are you individually able to participate in political fundraising activities?

HSCA Membership Benefits:

- a. Actively supporting the GPO Safe Harbor
- b. Access to current policies and activities pertaining to GPOs (i.e. You are involved)
- c. HSCA eNews – a daily news service that provides updates on key healthcare issues
- d. Discount for National Pharmacy Forum – held annually in the first quarter of the year
- e. Quarterly HSCA Newsletter – A healthcare policy overview that highlights legislative updates from the Administration and Congress.
- f. Participation on Association Weekly Public Policy calls and events including monthly public policy in person meetings, Lunch and Learn program, access to policy leaders, interaction with members of other GPOs and HSCA consultants.
- g. HSCA White Papers
- h. First Access to Important HSCA research and findings

Submit your completed membership application to HSCA for consideration by the HSCA Board of Directors. Membership in HSCA will become effective upon approval by the HSCA Board of Directors. Annual membership dues* cover January 1– December 31 of each calendar year.

***HSCA dues are not deductible as a charitable contribution for federal income taxes purposes, but may be deductible as an ordinary and necessary business expense subject to certain restrictions imposed by legislation which limits such deductions because of association lobbying activities. HSCA estimates that the non-deductible portion of your annual dues allocable to lobbying is 40 percent. No portion, whole or in part, of your HSCA dues are used for political campaign contributions to presidential, congressional, state or local candidates. Each completed application requires HSCA Board review and approval.**

Healthcare Supply Chain Association (HSCA)

1341 G Street N.W. Suite 600 • Washington, D.C. 20005 • Phone (202) 629-5833 • Fax (202) 466-9666
info@supplychainassociation.org www.supplychainassociation.org



About Us

The goal of the Healthcare Group Purchasing Industry Initiative (HGPII) is to ensure ongoing adherence to ethical conduct and business practices in the healthcare supply chain, and to hold the confidence of the public and the government in the integrity of the group purchasing organization (GPO) industry.

Nine of the nation's leading healthcare GPOs, serving the vast majority of America's hospitals, founded HGPII in 2005 to promote and monitor best ethical and business practices in group purchasing for hospitals and other healthcare providers. The governing body of HGPII is comprised of GPO Chief Executive Officers and other top executives, who serve as a Steering Committee and set HGPII's policies and programs. The Initiative's daily operations and oversight are managed by HGPII National Coordinator the Honorable Philip English. His colleagues Former Senators Robert Bennett and Byron Dorgan serve as co-Coordinators.

Membership in HGPII

HGPII has established six core principles of ethics and business conduct, and it closely monitors actual practices to assure commitment to those principles. The principles require each participant to:

1. Have and adhere to written code of business conduct. The code establishes high ethical values expected for all within the organization.
2. Train all within the organization as to their personal responsibilities under the code.
3. Work toward the twin goals of high quality healthcare and cost effectiveness.
4. Work toward an open and competitive purchasing process free of conflicts of interest and any undue influences.
5. Have the responsibility to each other to share their best practices in implementing the Principles; each member shall participate in an annual Best Practices Forum.
6. Be accountable to the public.

In addition to adherence to the HGPII Principles, members must answer a lengthy annual questionnaire covering a wide range of topics including ethics and business practices and policies bringing an unprecedented level of transparency. Members must also send a delegation of top executives and legal/compliance employees to the annual Best Practices Forum held in Washington, DC, where the industry focuses on practical applications of the principles.

Role of the HGPII Coordinator Regarding Grievances

Each GPO has established a formal grievance process and may be counted on to handle the matter appropriately. In the event a disappointed vendor with a perceived grievance against a particular GPO brings the matter to the Coordinator's attention, the Coordinator will refer the inquiry to the appropriate GPO chief compliance officer, with a request that the GPO consider the inquiry and respond directly to the author of the inquiry. If the matter remains unresolved, HGPII has an Independent Evaluation process managed by the American Arbitration Association that the vendor may utilize to secure a third-party review.