

# **CHHSM STORE DOCUMENTS**

## **THE STARTER KIT**

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# **CHHSM STORE**

## **FREQUENTLY ASKED QUESTIONS**

### **What is CHHSM Store?**

CHHSM Store is a Group Purchasing Organization (GPO) available to all CHHSM Members in good standing offered in partnership with Care Purchasing Services, Inc. (CPSI). CPSI is a subsidiary of Life Care Services, Inc. that is based out of Delray Beach, Florida. They currently provide GPO services to over 600 institutions utilizing over 95 vendors across the United States.

### **What is the cost of CHHSM Store?**

CHHSM Store is an optional program free to CHHSM Members. In most cases you may participate in CHHSM Store concurrently with another GPO, although some individual vendors may restrict your ability to use their products and services within multiple programs. However, the more volume CHHSM members generate for CHHSM Store vendors, the lower our group pricing will be.

### **What products and services does CHHSM Store include?**

The list of vendors changes all the time but current offerings include almost every product and service your organization will need to conduct your business. A complete list of products and services with the appropriate vendor is attached. Some vendors (GE, Verizon, Home Depot & Sherwin Williams, Dell & many more) also pass their savings along to individuals which provides your Human Resources department a valuable employee benefit.

### **How do I know if CHHSM Store is right for my organization?**

At your request, CHHSM and CPSI will conduct a cost savings analysis (CSA) to help you decide if CHHSM Store is right for you. The analysis will include a direct comparison of products and services you already use, formulary programs for dietary and medical supplies as well as other business needs. Complete the Store survey, send it to CPSI with one month's invoices and you will soon have your CSA.

### **What does the cost savings analysis entail?**

The CSA is an apples to apples comparison of the products and services you already use (where applicable). CPSI will work with you individually to establish formulary programs for dietary and medical supplies, as well as other supplies. On an ongoing basis, CPSI will audit vendor invoices and establish benchmarks for price control.

### **What kind of support services does CHHSM Store offer?**

CPSI's goal is customer service. Rene Sharkey, Customer Service/ Business Development Specialist, is our CPSI liaison. Rene is available to assist you with any aspect of the CHHSM Store program. Each vendor is assigned to a CPSI staff associate to provide you with efficient price quotes, ordering options, contract negotiations and problem resolution. Additionally, CPSI will manage your manufacturer rebate program for you as part of the program. They will file for and collect all qualifying rebate allowance dollars for your organization.

### **What about CPSI vendors that I already use in another GPO?**

CPSI's flexibility in managing vendor contracts is a critical part of their customer service. You may elect to maintain your relationship with that vendor in your current program or convert to the CPSI pricing. The cost savings analysis will inform you of the best choice for your ministry. CPSI will not convert your vendor relationship without your consent in the form of a "letter of designation".

### **What about the OfficeMax program with CHHSM?**

OfficeMax is a part of our contract with CPSI for CHHSM Store. Due to the larger buying power with CPSI, OfficeMax pricing is now better than ever! If your ministry has previously signed up with OfficeMax, your current Username, Password and RetailConnect Card have already been converted to CHHSM Store.

### **Does CHHSM receive any fees for CHHSM Store?**

Yes! Like most GPOs, CPSI receives a fee from vendors to participate in their buying group. CPSI will then pass a portion of those fees along to CHHSM: 33% of all GPO fees that CPSI receives for CHHSM member purchases on the first \$10,000; 50% of all GPO fees that CPSI receives for CHHSM member purchases after that benchmark is reached.

### **How do I get started?**

Rene Sharkey from CPSI (1-615-895-0942) will take you through the process step by step OR simply complete the CHHSM Store Survey and return it with one months invoices for the relevant products and services. CPSI will conduct the CSA and Rene will give you the results and consult with you accordingly. CPSI's contracts with their vendors are established on an annual basis and the pricing is not negotiable during the contract period. As such, Rene will advise you whether you should switch to the CPSI contract or remain with your current vendor contract.

Michael Readinger, CHHSM Vice President for Business Services will be happy to hear any questions, comments or concerns that you may have. Call Mike at 216-736-2258.





## PRODUCTS AND SERVICES AVAILABLE

- ★ **Healthcare/Hotel Supplies & Equip.** - **Direct Supply**
- ★ **Housekeeping / Floor Products** - **S.C. Johnson**
- ★ **Information Systems** - **HealthMEDX, Inc.**
- ★ **Interiors** - **Encompass**
- ★ **Kitchen Design/Consultant** - **Stewart Design Associates, Inc.**
- ★ **Landscaping** - **Brickman**
- ★ **Light Bulbs** - **E. Sam Jones**
- ★ **Linens & Textiles** - **Star Linen & Encompass (formerly Lintex)**
- ★ **Maintenance Software** - **Windmill Software**
- ★ **Maintenance Supplies** - **Home Depot Supply**
- ★ **Meal Delivery System** - **Aladdin Temp-Rite**
- ★ **Medical Forms** - **Briggs Corporation**
- ★ **Medical Supplies** - **McKesson, Medline, Neil Medical**
- ★ **Nurse Recruitment** - **Beresford Blake Thomas, Global Staffing, Ultimate Care**
- ★ **Nursing References** - **Med-Pass, Inc.**
- ★ **Nutritional Supplements** - **Ross Products, Hormel Healthlabs**
- ★ **Office Supplies** - **OfficeMax**
- ★ **Outdoor Furniture** - **Leisure Lite**
- ★ **Paint and Wallcovering** - **Sherwin Williams, ICI**
- ★ **Paper & Plastic Disposables** - **Network Services Company**
- ★ **Pest Control** - **Ecolab, Orkin**
- ★ **Pharmacy** - **Omnicare**
- ★ **Postage Equipment** - **LAD Office Equipment**
- ★ **Pressure Relieving Cushions** - **Keen Mobility, EHOB**
- ★ **Promotional Products** - **Positive Promotions**
- ★ **Private Channel Communications** - **Touchtown TV**
- ★ **Purchasing and Project Management** - **Studio SIX5, Spellman Brady, Arthur Shuster**
- ★ **Roofing & Paving Consultants** - **Benchmark**
- ★ **Safes** - **MicroFridge**
- ★ **Sanctions Database Services** - **Sanction Check**
- ★ **Sanitizing Products** - **Gojo**
- ★ **Shredding Equipment** - **LAD Office Equipment**
- ★ **Supplies and Equipment** - **Sammons Preston, AliMed, Invacare**
- ★ **Syringes** - **Retractable Technologies, Inc.**
- ★ **Therapy** - **Sundance, RehabCare, Heritage, ONR, Select Rehab**
- ★ **Therapy Equipment / Supplies** - **Lifetec**
- ★ **Third Party Hot Line Services** - **ComplianceLine**
- ★ **Uniforms** - **Cintas, Encompass**
- ★ **Vans, Buses, Other Vehicles** - **Leasing Associates, Amer. Vehicle Sales**
- ★ **Whirlpools / Patient Lifts** - **ARJO**
- ★ **Window Treatments** - **Encompass**
- ★ **Wound Care / Skin Care** - **Convatec**



***Please complete the survey below, make copies of invoices and send them to Care Purchasing Services, Inc., 800 N.W. 17<sup>th</sup> Avenue, Delray Beach, FL 33445-2583, at your earliest convenience. All information provided is confidential.***

**Facility Name & Address:** \_\_\_\_\_

**Person(s) completing survey & Title:** \_\_\_\_\_

**Phone Number:** \_\_\_\_\_

**E-mail Address:** \_\_\_\_\_

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**Current Medical Supply Distributor Vendor(s):** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_

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**Brand of Incontinence Briefs:** \_\_\_\_\_

**Distributor:** \_\_\_\_\_

**Comments:** \_\_\_\_\_

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**Current Nutritional Products Manufacturer:**

(Ross/ Ensure, Novartis, Nestle, etc) \_\_\_\_\_

**Distributor:** \_\_\_\_\_

**Comments:** \_\_\_\_\_

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**Current Primary Dietary Food Distributor:** \_\_\_\_\_

**Secondary Dietary Food Distributor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_



**Dispensing Juice Vendor (Vitality, Lemon X, etc.):** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_



**Current Pharmacy Provider:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_



**Current Primary Office Supply Vendor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_



**Current Office Equipment Vendor (Copier, Fax, Postage, etc.):** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Cost per Copy:** \_\_\_\_\_

**Include one invoice, with specifications, for purchase or lease of copier.**

**Comments:** \_\_\_\_\_



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**Paint Vendor: (i.e. Sherwin Williams, Duron, etc.)** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Warewashing and Laundry Vendor: (i.e. Ecolab, Diversey, etc.)** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**If Ecolab, please include one current month of invoices of frequently ordered items.**

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Current Therapy Provider:** \_\_\_\_\_

**Comments:** \_\_\_\_\_

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**Coffee Brand currently used:** \_\_\_\_\_

**Purchase direct or through food distributor?** \_\_\_\_\_

**If distributor, who?** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Dietary Equipment Distributor: (Edward Don, etc)** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Maintenance Supply Vendor (Maint. Warehouse, etc):** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Misc. Supplies Vendor: (Direct Supply, etc)** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Linens & Textiles Vendor:** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Glass/Dinnerware Vendor:** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Cleaning/Sanitizing Vendor:** \_\_\_\_\_  
**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_  
\_\_\_\_\_

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**Long Distance / Conference Call Vendor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_

\_\_\_\_\_

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**Pest Control vendor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_

\_\_\_\_\_

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**Appliance vendor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_

\_\_\_\_\_

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**Uniform vendor:** \_\_\_\_\_

**Approximate Annual Expenditures / Budgeted amount \$** \_\_\_\_\_

**Comments:** \_\_\_\_\_

\_\_\_\_\_

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**Planned/ Budgeted Capital Expenditures for 2006:** \_\_\_\_\_

**Carpet** \$ \_\_\_\_\_

**Vehicles** \$ \_\_\_\_\_

**Cabinets** \$ \_\_\_\_\_

**Furniture** \$ \_\_\_\_\_

**Office Equipment (Copiers, Fax, Postage)** \$ \_\_\_\_\_

**Other** \$ \_\_\_\_\_

**Comments:** \_\_\_\_\_

\_\_\_\_\_

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***Please make sure you included one current month of invoices of frequently ordered items for each category.***

***We encourage you to review the Care Purchasing Products and Services list and include any invoices for those vendor you are using that were not included on this survey. We're confident you'll save money using these same vendors under the CPSI programs. Thank you!***



Care Purchasing Services is excited to announce that we have finalized programs with over 250 dietary manufacturers allowing your community to receive dietary allowances (rebates). Many manufacturers, i.e. Tyson, Stouffers, Campbells, etc., offer large group customers special allowance programs which individual communities cannot take advantage of.

- CPSI has negotiated rebate/allowance programs with over 250 different dietary manufacturers.
- CPSI will file for and collect qualifying rebate allowance dollars on the community's behalf. There is no work involved from your community.
- There are no fees to participate in this new program.
- Many communities are receiving as much as \$10,000 annually just by utilizing the manufacturers from the attached list.
- In order to begin collecting your rebate dollars, please provide the requested information on the attached form as soon as possible.
- Checks will be issued semi-annually.
- If your community is already collecting dietary allowances, you can still access our program.
- See enclosed manufacturer list. The more manufacturers you utilize the greater your rebate dollars!!

**Please complete the attached form and fax to 561-243-3733.**

Carol Ellick - 800-543-3491 - [ellickcarol@lcsnet.com](mailto:ellickcarol@lcsnet.com)

**MANUFACTURER  
ALLOWANCES**

*In order to file for your manufacturers' allowances/rebates, please fill in the below information and fax to the number below.*

Property Name: \_\_\_\_\_

Address: \_\_\_\_\_

Contact: Name/Phone Number: \_\_\_\_\_

**Dietary Distributor (s) Name and Address:**

1. (primary) Name: \_\_\_\_\_

Address: \_\_\_\_\_

Acct. #(s): \_\_\_\_\_

2. (secondary) Name: \_\_\_\_\_

Address: \_\_\_\_\_

Acct. #(s): \_\_\_\_\_

3. (Other) \_\_\_\_\_

Acct. #(s): \_\_\_\_\_

This document supersedes all previous documents. Participating location no longer desires to access any other GPO dietary manufacturer rebate program from effective date.

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Title

\_\_\_\_\_  
Date

**Please fax to the attention of Carol Ellick at (561) 243-3733  
800 N.W. 17<sup>th</sup> Avenue • Delray Beach, FL 33445  
Phone: 800-543-3491 • Fax: (561) 243-3733**

**MANUFACTURER PARTICIPANTS FOR REBATES/ALLOWANCES**

3M	Cooper-Atkins Corporation	InterMetro Industries	Perrier Group	Tampa Bay-Red Chambers Seafood
ACH Food Companies	Cooper Farms	International Food Concepts	Phillips Seafoods Inc	Tampa Maid Seafoods Inc
AEP-Borden Chemical Industry	Covaleance Plastics	Izze Beverage Company	Pierre Foods	Tetley Inc
Advance Food Co	Covaleance Plastics Catering	Jennie-O Turkey Store	Pilgrim's Pride	The Sterno Group
All Round Foods Bakery Products	CremaLita Management LLC	Jet Plastica	Pinnacle Foods Corporation / Aurora	The Vollrath Company LLC
American Licorice Co	Cuisine Innovations LLC	John Morrell & Co - Smithfield	Pioneer Flour Mill-CH Guenther	Tone's Brothers
American Metalcraft	Custom Culinary Data	Joseph's Gourmet Pasta Company	Plymouth Beef Co., Inc	Tootsie Roll Industry
American Roland Food Corp	Dakota Growers Pasta Co	Just Born Inc	Portion Pac Inc	Traex
Amoy North American Inc	Dannon Yogurt	Kelloggs Foodservice	Prairie Grove Farms	Trinidad Benham Co
Anchor Packaging	Deep Foods, Inc.	KidSmart (USA) - KidSmart	Preferred Packaging Sales and Service	Tropical Paradise Inc.
Appetizers And Inc	Dexter-Russell, Inc.	Kikkoman International	Proclean of Arizona, Inc.	Tumaro's Inc
Archway-Mothers Cookies	Diamond Crystal Specialty Food	King & Prince Seafood Corp	Promotion In Motion	TurboChef Technologies
Arizona Tea / Hornell Brewing Company	Dinex International	Knouse Foods	Quaker Oats Company	Turkey Creek Snacks
Atlantic Mills Co	Dinex International	Kozy Shack Inc	Quik-To-Fix - Smithfield	Unilever Foodsolutions
Authentic Specialty Foods	Dole Packaged Foods	Kraft General Foods Corp	Rational Cooking System	Unilever Ice Cream
Azar Nut Company	Don Miguel Mexican Foods	Kronos Products, Inc.	RC Bigelow, Inc.	Valley Lahvosh Baking Co
B & G Foods Inc	Dover Metal Company	La Brea Bakery	Reckitt Benckiser	Ventura Foods - Nutritional Products
Bake N Joy Inc	Dr. Pepper / 7-Up	Lance Inc	Red Bull North America	Ventura Foods - Sunnyland
Bakery Chef/Ralcorp	Dreyers/Edy's Grand Ice Cream	Land O Lakes	Red Gold Inc	Vie De France/Yamazaki
Barber Foods	Duni Corporation	Lawrence Foods	Rema Foods	Vienna Beef Co
Barilla America Inc	E. A. Sween/Deli Express	Lee Kum Kee Inc	Reser's Fine Foods	Viking Seafood
Basic American Food Co	Eastern Foods Inc	Lemon-x	Riceland Foods, Inc	Violet Packing Co
Bay Valley Foods, LLC	Electrolux Professional	Lettieri & Co	Rich Products Corporation	Vitality Foodservice
Bays English Muffin Corp	Ember Farms - Smithfield	Libbey Glass Company Inc	Rich Sea Pak Corp	Waddington North America (WNA)
Berks Packing Co Inc	Emmpak Foods	Louis Kemp Seafood Co.	Rochester Meats	Welch's Foodservice
Big City Reds	Energy Brands Inc - Glaceau	M & M Mars Candies	Rose Packing Co Inc	Gardenburger Inc
Binney & Smith, Inc.	Entenmanns	Maid-rite Steak Company	Rothbury Farms	Willow Brook Foods
Birds Eye Foods	Eskimo Pie Foodservice	Major Products	Rubbermaid Commercial Products	WinCup
Biscomerica Corp.	F & F Foods, Inc	Malt O Meal Company	Ruiz Food Products	Windsor Frozen Foods
Boboli International	F B Purnell Sausage	Maplehurst Bakeries	Saags Products Inc	World Tableware / Worldcrisa Corp
Brakebush Brothers Inc	Fabri-kal Corporation	Maritime Products International	Sabert Corporation	Yocream International
Bridgford Foods Corporation	Farmland Foods, Inc - Smithfield	Marketfare Foods (Smiley's)	Sabrett	ZonePerfect Nutrition Co
Brookwood Farms Inc	Ferrante Brothers, Inc.	Masterfoods - Uncle Ben's	San Jamar	iSi North America, Inc.
Brownie Baker Inc	Ferrero USA	Mc Cormick & Company Inc	Sara Lee Bakery	
Buddy's Kitchen	Fishing - Unisea Inc	Merisant	Sara Lee Coffee & Tea	
Bumble Bee / Castleberry Foods	Foxtail Foods	Michael Foods, Inc.	Sara Lee Meats-Jimmy Dean Div	
Bush Brothers & Co	Frito Lay	Mission Foods Inc / Gruma Corp	Schreiber Cheese	
CAL-MIL	GSD Packaging LLC	Monogram Meat Snacks	Schulstad Usa Inc	
Calavo Growers Of California	Gehl Guernsey Farms Inc	Morningstar Foods Group/Presto	Schwan Corporation	
Calypso Soft Drinks Ltd	General Mills, Inc.	Mountain City Meats	Sea Watch Intl	
Cambro Manufacturing Company	Genpak Corporation	Moyer Packing - Smithfield	Shasta Sales Inc.	
Candle Lamp Company	GoJo Industries	Mr. Nature	Sherwood Brands	
Cape Cod Potato Chip Co	Golden Temple	Naked Juice/ Ultimate Juice Co	Shiloh Foods	
Cardinal Glassware	Good Harbor Fillet Company, Inc.	Nathan's Hot Dogs	Simplot Food Group	
Carlisle Foodservice Products	Goodnight Brothers Hams	Nestle	Simply Fresh Fruit	
Carolina Turkeys	Great Lakes Cheese Co	Nestle Hand Held-Chef America	Slim Fast Foods	
Cellucap Mfg Co	Groeb Farms Inc	Newspring Industrial	Smithfield Packing Company - Smithfield	
Chandler Foods Inc	H C Brill Company	Nice Pak Products Inc	Smucker Company The J.M.	
Chattanooga Bakery	H P Hood, Inc.	Novamex	Snyders Of Hanover Inc	
Chungs Gourmet Foods	Handgards Inc	O'Brien's	South Fresh Farms	
Classy Snacks	Harmony Foods	Ocean Cuisine International	Southern Quality Meats	
Clean That Pot Inc	Hatfield Packing Co	Ocean Spray Foodservice	Spir It Inc	
Cloverhill Bakery	Heinz USA	Old Neighborhood Foods	Spring Usa Corp	
Colavita USA	Hershey Chocolate Usa	Oregon Chai	Stauffers Biscuit Co	
Comark Instruments Inc.	Hoffmaster-Solo Cup Co.	Orval Kent Foods Co	Stefanos Food Provisions Inc - Smithfield	
ConAgra Shelf Stable	Hormel	Otis Spunkmeyer Inc	Sukhis Quick -N- Ezee	
Conagra Frozen Foods	Hormel Health Labs	Packerland - Smithfield	Sugar Foods	
Conagra Hebrew National	House Of Raeford Farms	Par-way Tryson	Sun-Maid Growers Of California	
Conagra Meats-Foodservice	HP Hood Inc	Parrot-Ice Drink Products of America Ltd	Sunrich Fresh Foods	
Contessa Premium Foods Inc	Iceland Seafood Corp	Patrick Cudahy - Smithfield	Super Bakery Inc	
Continental Commercial Products	Illinois Trading Co	Pearson Candy Co	Sweet Street Desserts	
Continental Mills	Illtaco Food Products	Perdue	Syracuse China Corporation	
Cookietree Bakeries Inc	Imperial Sugar Company	Permapack, Inc.		
Continental Mills				
Cookietree Bakeries Inc				