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THE  
Healthcare  
Council



ShareSource



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## The Healthcare Council and Center for Healthcare Solutions Agree to Strategically Align Services for Greater Healthcare Impact

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**CALVERTON, MD** – Mid Atlantic-based The Healthcare Council (HCC) and Western Pennsylvania-based, The Center for Healthcare Solutions (CFHS), today announce a strategic agreement to align their respective organizational services to provide more robust savings opportunities and operational streamlining tools for healthcare facilities across the country.

Through this alignment, HHC gains access to CFHS' robust data and analytics programs, including trademarked surveys, which provide financial and utilization benchmarking on a quarterly basis to participating healthcare facility members – hospitals, acute care, elder care, and intellectual and developmental disability facilities, among others. HHC can also leverage the extensive experience of CFHS' technology and operations initiatives, which help healthcare providers and others optimize their financial, operations and compliance efforts.

The alignment will further augment collaboration between the two organizations by enabling members to access virtual educational opportunities, networking and other best practices, including allowing CFHS to participate in ShareSource, the HHC Group Purchasing Organization (GPO), which is powered by Premier, Inc., a distinguished healthcare alliance with approximately 4,000 U.S. hospitals and health systems and more than 175,000 other providers and organizations within its network.

“This alliance will provide a more powerful network of hospitals and health systems, allied healthcare facilities, and other organizations and businesses to reduce costs, forge strong working relationships, and promote the highest quality healthcare. The opportunities provided for collaboration and cooperation will help ensure the business success of our members, today and tomorrow. This alignment will allow the two organizations to play a pivotal role in advancing healthcare,” said Les Pitton, President & CEO, HCC.

According to Nick Vizzoca, president, CFHS, the collaborative alignment of services aims to empower healthcare providers with unprecedented cost-saving opportunities while enhancing the efficiency of their operations. “In an industry where cost-efficiency is paramount, our work together represents a major step forward in providing healthcare organizations across the country access to substantial savings on their everyday purchases, while streamlining their operational initiatives,” said Vizzoca.

One of the primary features of the CFHS/HHC alignment is the potential for facilities to achieve double-digit savings on a broad spectrum of essential products and services through the ShareSource GPO platform, which through the Premier Continuum of Care program, can drive savings of up to 30 percent on common hospital supplies and services.

“The new initiative is dedicated to promoting products and services, which reduce costs, improve efficiency, and create effective purchasing solutions for affiliates,” said Les Pitton, president and CEO, The Healthcare Council/ShareSource. “The ShareSource platform is open to all U.S. healthcare providers, but can also be used by non-profit organizations, charities, churches, schools/colleges (public and private) and businesses.” Membership in the GPO is entirely free, ensuring accessibility to a wide range of organizations seeking cost-saving solutions.

According to Pitton, part of the venture's mission is to inspire creativity for healthcare executive leaders and management teams so innovative decisions can be made about

market opportunities, pricing, planning and operations to transform their facilities and healthcare for good.

"We're not just offering a GPO. We are offering a path to substantial cost reductions and improved efficiency," said Vizzoca. "Whether you're currently part of a GPO or considering one for the first time, we invite facilities to experience the ShareSource difference. Our mission is to help healthcare organizations thrive by optimizing their procurement processes and by giving them the tools to improve their bottom lines."

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### ***About The Healthcare Council and ShareSource***

*The Healthcare Council, an association of healthcare providers, schools, and health-related institutions, was founded in 1946 by the Presidents of the Boards of Directors and the Administrators of the hospitals in the District of Columbia, Arlington County and Alexandria County in Virginia and Montgomery County and Prince George's County in Maryland. They convened at Children's Hospital to organize a Hospital Council with the general purpose of promoting intelligent planning, facilitating discussion of common problems, and acting as a clearinghouse for the exchange of information. Today, The Healthcare Council uses a variety of tools to accomplish that mission.*

*ShareSource, a Group Purchasing Organization and wholly owned subsidiary of the Healthcare Council, a 501 (C) 3 non-profit organization founded in 1946 as the Hospital Council. The goal is to help reduce cost, improve efficiency, and create effective purchasing solutions. With members across 32 states, ShareSource provides substantial discounts for affiliated members on purchases of products and services many of which are used every day. Members enjoy access to regional contracts and a comprehensive portfolio of national contracts at no cost through our affiliate program with Premier.*

### ***About The Center for Healthcare Solutions (CFHS)***

*CFHS represents a continuum of healthcare providers, including hospitals, long-term care facilities, long-term acute care providers and specialty hospitals across a 30-county area, preparing healthcare leaders to fulfill their promise of providing the highest quality care to the communities they serve with influential thinking, data-driven results, and innovative ideas. CFHS works collaboratively to provide members with expertise in hospital operations, management, finance, quality, government relations, communications, grant funding, clinical operations, health information management, business development, reimbursement, and governance, among others. For more information, visit [www.center4hcs.org](http://www.center4hcs.org).*



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