



CPS®



The Council for Health &  
Human Service Ministries

United Church of Christ

# More Money for Ministry: The CHHSM Store

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## The Value of a True Partnership

# Who We Are



- Care Purchasing Services (CPS) is the leading national group purchasing organization.
- Our national purchasing power allows our clients to make purchases at more competitive rates and add value to their organizations.
- We are a risk-free resource for improving your bottom line with no membership fee and no purchasing minimums.

# Who We Are



## VISION

We are a Leading National Group Purchasing Organization

- We **build** trusting partnerships with vendors and clients.
- We **provide** world class service, purchasing flexibility and value.
- We **deliver** our clients desired outcomes.

Our goal is to give you complete flexibility; without volume quantities, formulary mandates, or minimum purchases.

# How Can We Help?

## Dedicated Client Account Manager

Work with all discipline managers in streamlining purchasing efforts. Acts as an extension of your on-sight staff.

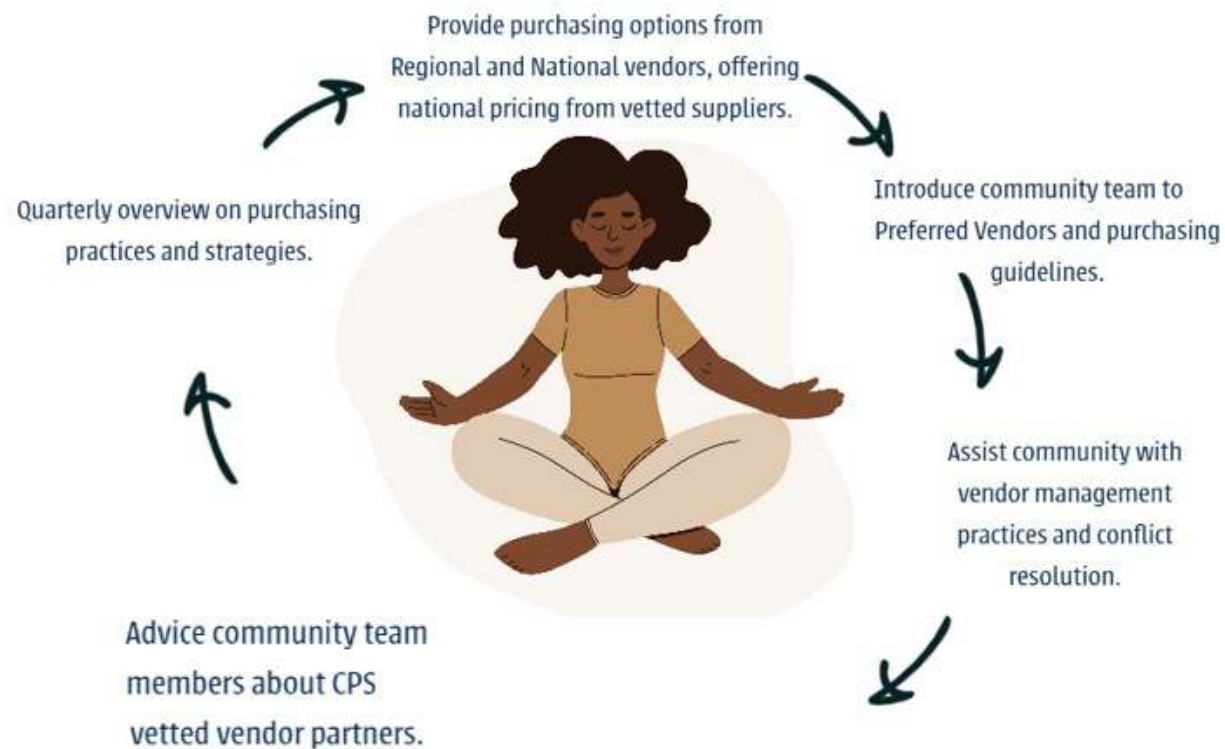
## Procurement Needs

### A SAMPLE OF ADVANCED SOLUTIONS

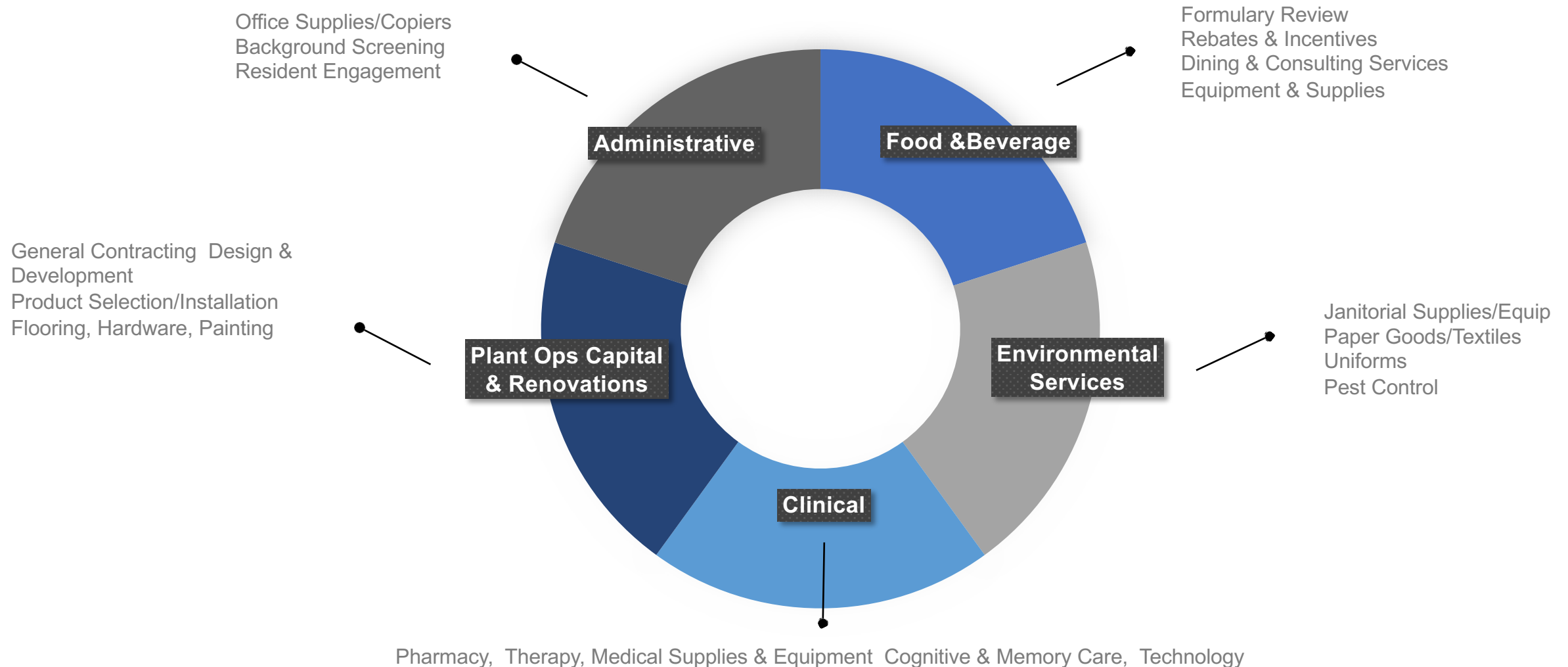


## Vendor Resolution

Involvement in conflict resolution of product or service issues with highest level of vendor management.



# Vendor Categories



# Vendor Partners

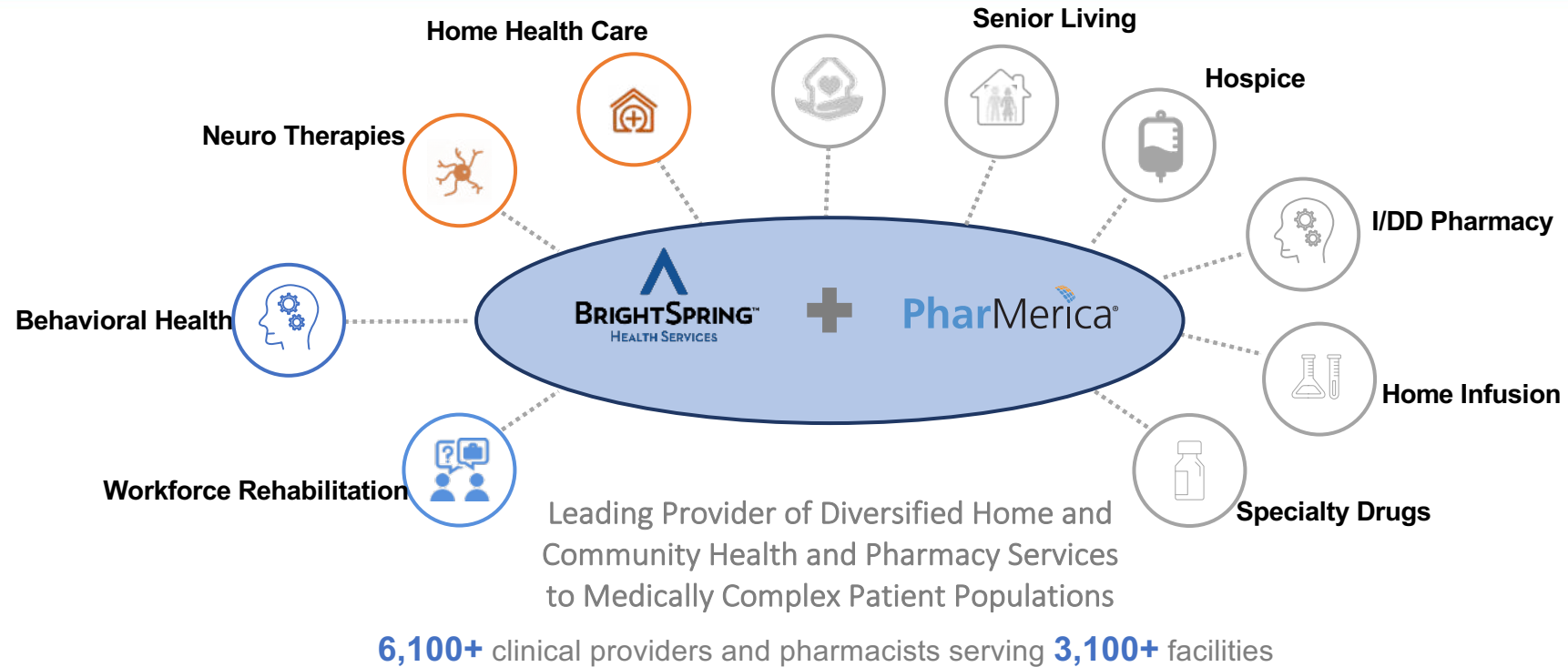


# Vendor Partners





# Offering a Full Spectrum of Services for CHHSM Members

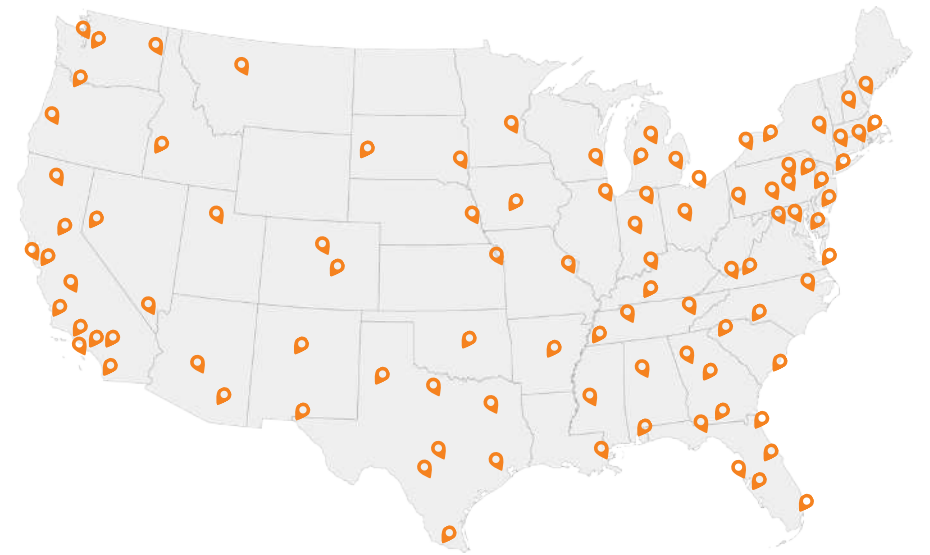




# We Think National

- A national leader in pharmacy services
- Over 6,100 employees
- Over 160 pharmacies nationwide
- Networked with 70,000 back-up pharmacies including Walgreens national network
- More than 370,000 beds serviced in 50 states
- 33 million prescriptions filled per year
- Headquartered in Louisville, Kentucky
- Privately owned – KKR / Walgreens

COMMUNITY FOCUS.  
NATIONAL EXPERTISE.



# But Act Local

- 24/7/365 pharmacist access
- Over 300 local pharmacy consultants
- 1:1 billing support for concierge-level service
- Local account managers and account executives
- A dedicated implementation team
- On-site training, support and continuing education services

COMMUNITY  FOCUS.  
NATIONAL  EXPERTISE.



# Why We're Different: Our 3 Pillars of Service

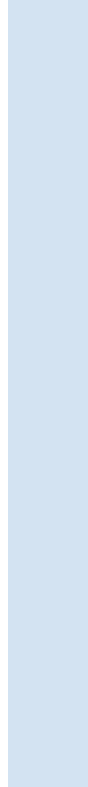
PharMerica abides by 3 core pillars serving as the foundation for achieving quality outcomes



- Promoting Generic & Cost-Effective Brand Drugs
- Comprehensive Savings Reports
- Pre-Admit Assessment
- Recapture Part D Denials
- Part D Plan Guidance
- Dispensing & Cost Limits
- Cost Savings Opportunities
- Billing Accuracy



## Medication Availability



- Emergency & First Dose
- Instantaneous Medical Record Integration
- Real-Time Information about Order Status & Reporting
- Electronic Prescribing
- Improved Order Visibility & Reliability
- Order Notifications
- 24/7 Customer Service
- Transitional Care Services



## Compliance & Education



- Local Clinical Advice & Support
- On-Site Risk Reductions
- Extensive Regulatory Expertise
- Clinical Excellence
- Ensuring Quality Pharmaceutical Care
- Education & Thought Leadership Platform
- Online Continuing Education (CE) Programs

# Contract Overview for CHHSM Members

## ❑ ***PharMerica has entered into a pharmacy provider partnership with Care Purchasing Services***

- Collaborative Partnership Relationship, Committed to Service Excellence, and “Helping People Live their Best Life”
- Dedicated Senior Leadership – Dale Padgett VP Strategic Accounts and Partnerships
- Standardized contracting process with Care Purchasing
- Dedicated Client Service Team Member Expertise – on both CPS and PharMerica side

## ❑ ***Our contract provides a comprehensive program with focus on service quality and support for CHHSM members***

- Skilled nursing pharmacy services
  - Med Availability, Cost Containment and Education and Compliance, Account Management and Consulting Support
- PharMerica Senior Living - tailored to Community, Resident, and Responsible Party support
  - Comprehensive OTC program - \$2.99, 30-day supply of medications
  - Portal to view medications, physician order changes, pay co-pays
  - Family support for questions surrounding billing or medication
  - Best in class Resident Enrollment Program and Marketing materials
- IDD, Mental / Behavioral Health Agencies
  - Person centric care with differentiated service offerings

# Contract Overview (cont'd)

## ❑ ***Favorable Contracting Model that ensures High Level of Service Quality***

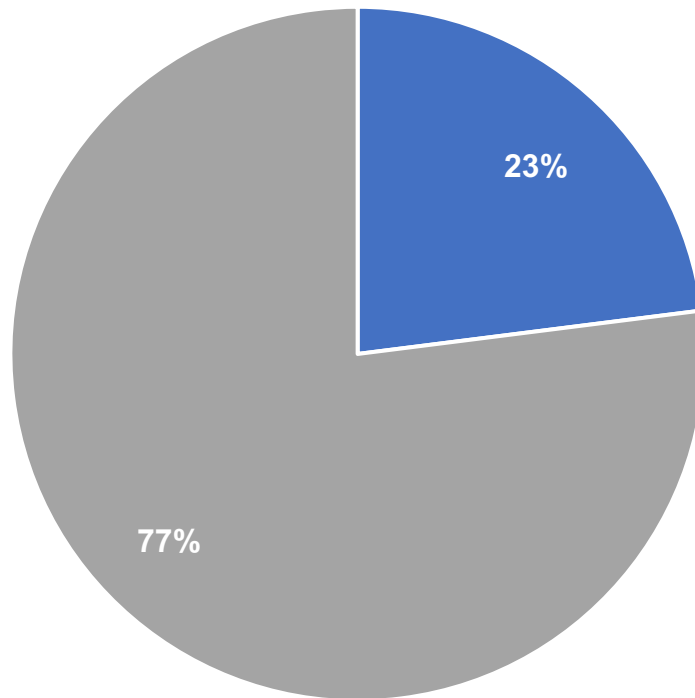
- Aggressive contract pricing
- 2 year agreement
- Performance language and resolution if not meeting client expectations
- CPS Issue Resolution Process – ensures we are collaborating to solve any outstanding unresolved issues
- Direct, speed dial contact
  - Dina Boehm, Manager of Clinical Programs, Compliance Officer
  - Andi Putnam – Director, Clinical Programs and Compliance

**“We Look Forward to Being a Resource and Partner for Your Organization and those You Serve”**

# Client Engagement



- Member Utilization



■ Active ■ Non Active

Total CHHSM members: 350+  
Total Active CHHSM members: 84

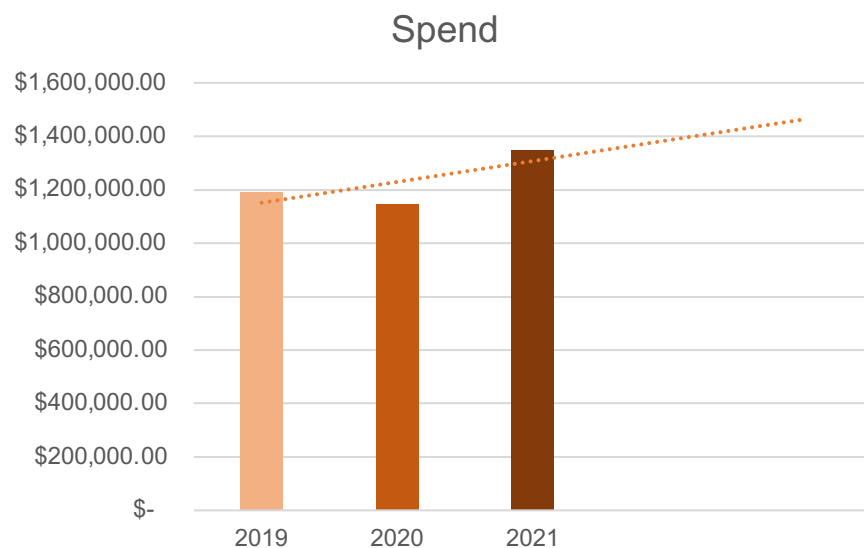
#### New Members –

- Heavenwood Heights
- St. Peter United Church of Christ
- Uplands Village

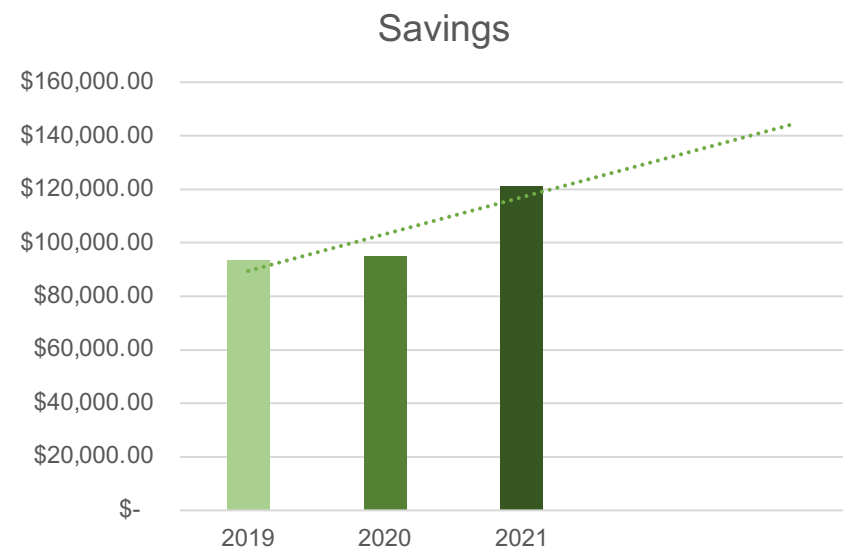
# Client Engagement



- Member Spend/ Savings Over Time –



2019 - \$1,193,012  
2020 - \$1,146,376  
2021 - \$1,348,982



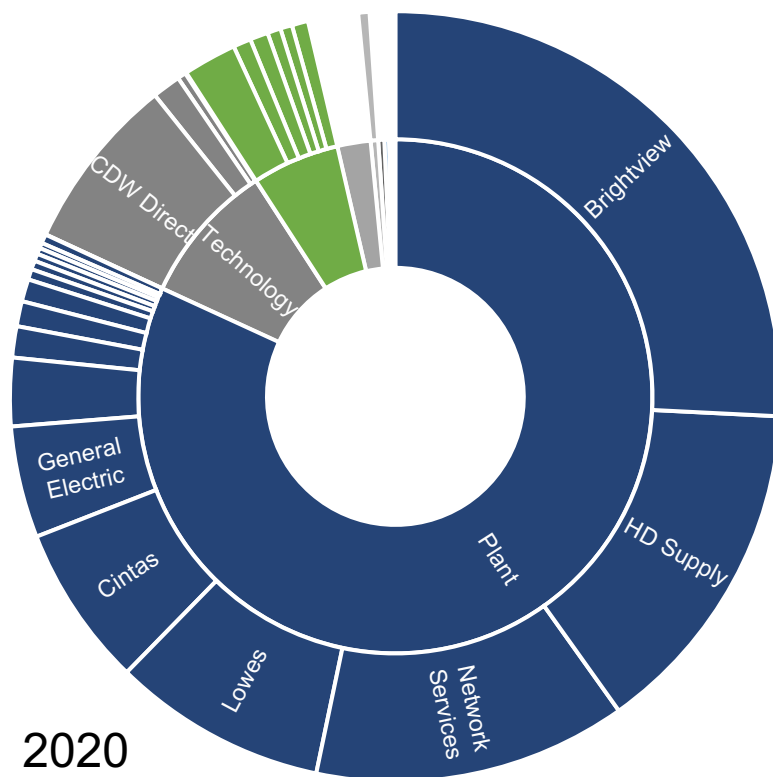
2019 - \$93,624  
2020 - \$94,963  
2021 - \$121,161

7%  
8%  
8%

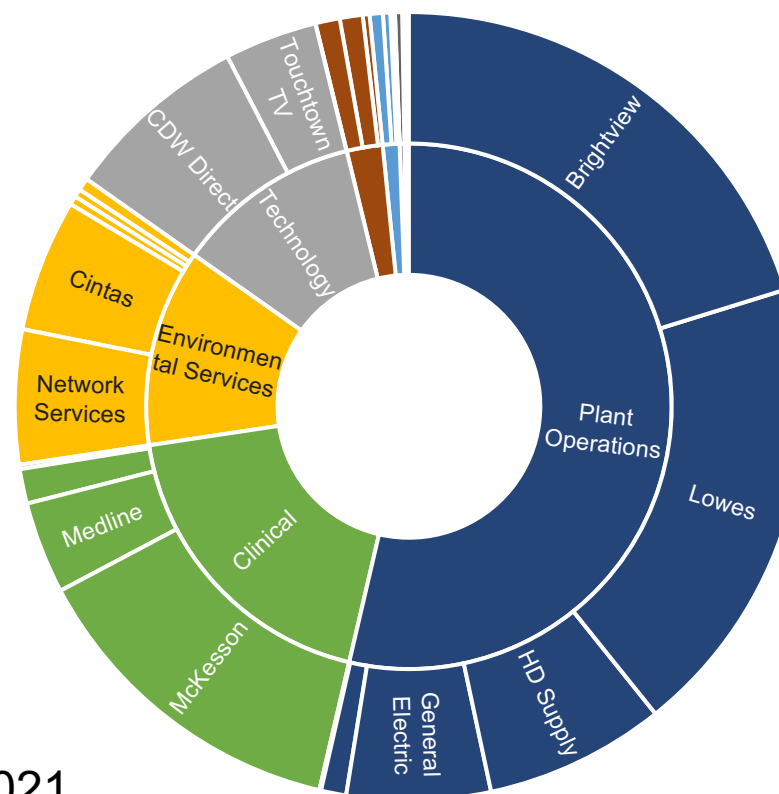


# Client Engagement

- Vendor Categories



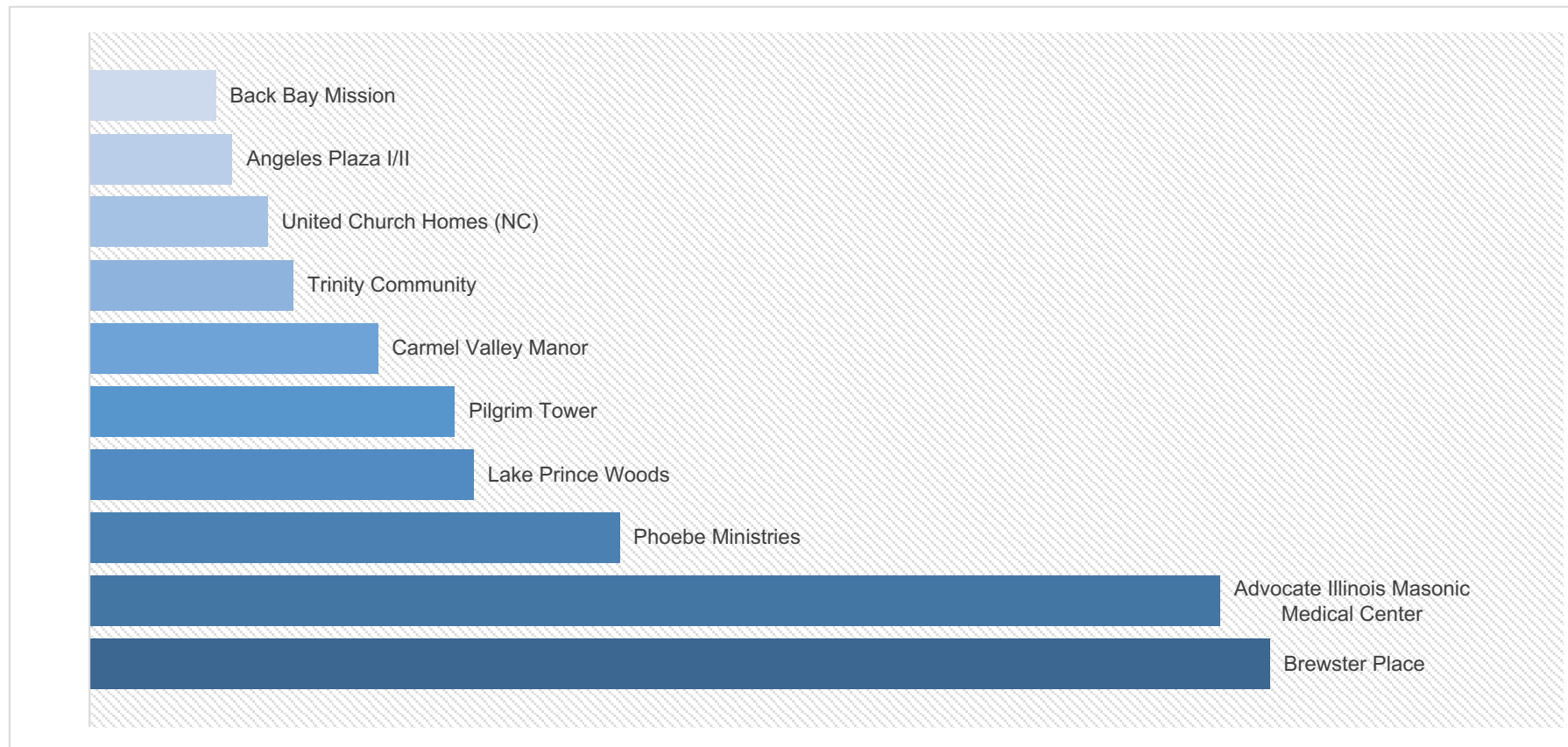
2020



2021

# Client Engagement

- Top Members 2021 –



# Client Success Stories



## Member -

## Savings 2021-

### Brewster Place

(CDW, Ferguson, Lowe's JCI,  
McKesson)

**\$34,700**

### Carmel Valley Manor

(Cintas, GE)

**\$20,100**

### Orion Family Services

(McKesson)

### Phoebe Ministries

(GE, Medline)

**\$11,900**

### Cedar Communities

(EyeClick)

**Obie**



# How to Get Started?



## CPS Value-Added Services

- Complimentary Cost Saving Comparisons and Analyses
- Savings for Employees, Residents, Family, and Friends
- File and Distribute Food & Beverage Allowances
- RFP Support and Management

### No Cost. No Obligation.

There is no membership fee to join CPS. As a client, there is no obligation to purchase from our vendor partners and no minimum requirements when purchasing. CPS collects GPO fees from our vendor partners based on purchasing volume.

# Client Engagement



## • Educational Webinars

### Feb. 2 Webinar to Feature Ways Clinical Support Can Help Resolve Supply Chain Issues

By CHHSM Staff | January 12, 2022

A new webinar, "How Clinical Support can Assist with Supply Chain Challenges," takes place via Microsoft Teams Feb. 2 at 2 p.m. ET. The webinar is hosted by CPS, the group purchasing agent behind the CHHSM Store, and is geared to CHHSM members' needs. CPS vendor McKesson will be presenting the webinar. Jeff Ward, field...



### Learn About the Benefits of the CHHSM Store in Oct. 20 Webinar

By CHHSM Staff | October 13, 2021

CHHSM members are invited to attend a special webinar geared to helping them save money on a variety of goods and services. CHHSM Store 101, a free webinar, takes place Wednesday, Oct. 20, at 2 p.m. ET via Microsoft Teams. Hosted by Natalia Hernandez, CHHSM's client account manager at Care Purchasing Services (CPS), the 101...



### New CHHSM Webinar Series to Offer Wide Range of Topics, Services for Members

By Barb Powell | May 13, 2021

The UCC's Council for Health and Human Service Ministries (CHHSM) begins a series of webinars over the summer to help CHHSM members and their employees better serve their clients. The first, Managing Cross-Contamination after COVID, takes place Tuesday, May 25, at 2 p.m. "CHHSM has decided to offer this ongoing series of webinars in order to...



## • Online Demos

### Save the Date: Next in CHHSM Webinar Series Takes Place Sept. 27

By CHHSM Staff | September 13, 2021

The next event in the CHHSM webinar series takes place Monday, Sept. 27, from 2 till 3 p.m. EST. The webinar — from Care Purchasing Services (CPS), the group purchasing agent behind the CHHSM Store — features a 30-minute presentation from one of the CPS vendors, EyeClick, on an innovative advanced, interactive gaming console geared...



## • Virtual Vendor Introductions

### New Services, Webinar from Care Purchasing Services

By CHHSM Staff | June 11, 2021

Care Purchasing Services, the group purchasing agent behind the CHHSM Store, has announced new programs and partnership with ARCH Design, Restaurant Technologies, Pella Windows, COI Energy, and Sound Physicians Telemedicine. To learn more about our new partnerships and services included, please contact our CPS Client Account Manager directly. CPS and VirtuSense Technologies also are hosting...





# New Website & Member Portal



[Group purchasing services for you. | CPS \(carepurchasing.com\)](https://carepurchasing.com)

## New Portal:

- **Exclusive Members Only**
- **24/7 Resource**
- **Dashboard**
  - Customized with your CPS Client Account Manager Information
  - Alert System
  - Promotions
  - New & Insights, including Events, Webinars, Trainings, Etc.
  - Advanced Solutions
  - New Vendors
  - Vendor Search Button and Improved Capabilities
  - Quick Links
  - Emergency Preparedness
- **Vendor Pages**



Example of Dashboard

# Client Engagement



- Employee Discount Programs

**AVIS**®

**Shaw**  
Where Great Floors Begin



Constellation  
Brands



**SHERWIN-WILLIAMS**®

**National**

**HD SUPPLY**®

**Office DEPOT**  
**OfficeMax**®

**enterprise**  
rent-a-car



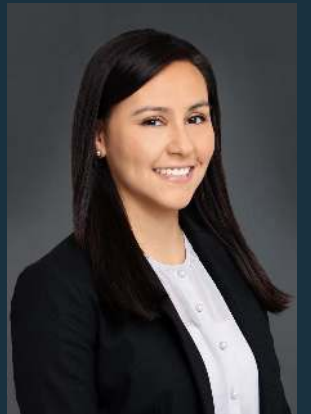
# What Questions Can We Answer For You Today?

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## The Value of a True Partnership



**Elisa Baptiste**  
SVP/Chief Operating  
Officer



**Natalia Hernandez**  
CHHSM Client Account  
Manager