

The NeKY RHIO GPO is growing and getting attention from some of the BIG companies associated with our GPO through Veira Medical.

As most of you know, we are being courted by Henry Schein, Inc. to become exclusive for ALL of our medical supply needs including pharmaceuticals.

Schein is offering a flat 25% discount on all medical supplies. Below is their offer on flu vaccinations created specifically for NEKY RHIO Members as we become familiar with them. If any of you are interested in this – let me know! Make sure to compare with what you have paid previously. I am ALWAYS interested in comparing.

Below is a copy of the email commitment that I received from Doug Fisher at Schein:

“Pricing includes excise tax:

Fluvirin vial multi-dose (10 doses) \$80

Fluvirin prefilled syringes (10 doses) \$90

Flucelvax prefilled syringes (10 doses) \$90

Fluzone Quad MDV's (10 doses) \$147.50

One of our core competencies as a distributor is in the contracting, shipping, and marketing of flu vaccine for our customers. We are ending our “Worry Free Guarantee” for flu vaccine pre-booking for this year on 9/4/15. If you have any members that haven't ordered flu vaccine yet, with our program they get the following benefits:

- \* Guaranteed Delivery
- \* Discount on any portion of your order not delivered on time
- \* Extended Payment Terms of 12/22/15
- \* Return Privilege\*\*
- \* Option to increase quantity at time of order or later in the season, subject to availability\*
- \* Flu Vaccine Marketing Kit for the practice
- \* Exclusive discounts on ancillary items during the flu season

Please note that we've already begun shipping our early pre-booked vaccines (Flucelvax and Fluvirin prefilled), which those practices have until December 22 to pay for. “

We have the potential to make a huge dent in our bottom line by taking advantage of this offer. For instance if you spend \$250,000 on vaccines annually – 25% of that is \$62,500. WOW! Your cost of membership is \$21,600 annually. You are still left with a savings of \$40,900. Who wants to have that left in the bank at the end of the year?

I'm anxious for your feedback. Let me know your thoughts! I'll be happy to connect you with Doug Fisher for your specific questions.