



P.O. Box 38 – Sacaton, Arizona 85147

March 15, 2022

Re: Request for Proposals for Group Purchasing Organization (GPO) Services

Greetings:

Gila River Health Care (GRHC) is considering the release of a Request for Proposals (RFP) for Group Purchasing Organization (GPO) Services. The purpose of this letter is to gauge interest in responding to such RFP among suppliers of GPO services.

Gila River Health Care is a federally recognized 638 non-profit entity and a premier Native American healthcare delivery system. GRHC serves its customers in four locations in Arizona: the Hu Hu Kam Memorial Hospital in Sacaton - the premiere site for GRHC's health care activities, the Komatke Health Center Campus in Laveen, the Red Tail Hawk Health Center in Chandler, and the Ak-Chin Clinic on the Ak-Chin reservation. Services on these campuses include a dialysis center, podiatry center, women's health clinic, residential treatment center, and skilled long term facility among other types of service.

It is the intent of GRHC to make the primary award to an Applicant as a supplier of GPO services, involving procurement and contracting for goods and services. Through the RFP process, GRHC seeks to understand and evaluate how each GPO, based on their individual strengths, assets, and vision for the future, would partner with GRHC to achieve the following outcomes:

- Guaranteed best-in-class pricing for commodities and pharmaceuticals (including standardization and utilization capabilities).
- Autonomy to self-contract, as deemed necessary and without limitation, with the understanding that a reduction in volume could affect the level of GPO benefits from rebates and other incentives such as tiered pricing.
- Financial value with a focused emphasis on the price paid at procurement or acquisition and aggressive administrative fee share-back models. Rebates will also be pursued; however, they should be additive to the overall financial value proposition.
- Access to best-in-class subject matter expertise and technical resources within targeted contracting areas and for specific GRHC initiatives; fees to access and utilize these resources must be transparent.

- Access to best-in-class analytics, reporting, tools and resources with a proven ability to capture and analyze data from disparate information systems and subsequently produce actionable information to be used by GRHC's internal and/or external subject matter experts.

The figures below are an estimate of annual spend by GRHC. Volumes purchased on the basis of any agreement resulting from the proposed RFP may involve more or less than the estimate provided. GRHC does not represent, warrant, or guarantee that it will purchase any particular dollar value or any particular quantity, and GRHC specifically disclaims any such representations, warranties, and guarantees.

Med/Surge - \$2 million

Lab - \$3 million

Food Service - \$500K

EVS Supplies - \$400K

Furniture - \$1.5 million

Construction - \$22.2 million

Please submit a letter of interest by 3/31/2022 letting GRHC know if you are interested in receiving the RFP should GRHC decide to release it. Please submit your LOI and direct any questions in writing to Contracts@grhc.org.

Sincerely,

Mark Robles

Mark Robles

Director of Materials Management

cc: Contract File