

GPO RFP QUESTIONNAIRE

Organizational Overview

1. Provide a brief history and overview of your GPO.
2. Describe your mission, core values, and ownership structure.
3. Summarize your organization's philosophy and growth over the past three years, including membership and spend.
4. Highlight your organization's key differentiators. Why should University Hospital Medical Center of El Paso select your GPO?
5. List healthcare providers with similar size in annual supply spend that have transitioned to your GPO from another primary GPO in the past three years. Include contact information for three references of similar size to University Hospital Medical Center of El Paso.
6. How many short-term acute care hospitals are currently represented by your GPO? How many long-term acute care hospitals?
7. Identify any contracted vendors in which your employees or officers hold a personal stake (e.g., stock ownership, advisory board positions). Are such relationships prohibited under your "Code of Conduct?"
8. Detail any charges against your organization under antitrust legislation or other federal or state investigations (e.g., DOJ, OIG). Include explanations for any findings or violations.

Membership and Contracting Approach

1. Define participation requirements, including costs, fees, dues, and commitments. What is the cost to join?
2. Explain how member compliance is monitored and measured.
3. Describe penalties or costs for non-compliance and the process for exiting the GPO.
4. Identify staff assigned to University Hospital Medical Center of El Paso during and after implementation, including roles, responsibilities, and support provided to achieve compliance and maximize savings.
5. Does your organization offer an affiliate program that extends pricing to additional providers?
6. Provide a complete list of contracts in spreadsheet format (please submit in Excel), including vendor name, contract category, effective date, and expiration date.
7. Describe portfolio coverage across categories (e.g., Medical/Surgical, Capital & Facilities, Dietary/Food Services, Laboratory, Imaging/Radiology, Purchased Services, IT).
8. Indicate which categories require contract compliance and specify the required compliance levels.
9. Does University Hospital Medical Center of El Paso have flexibility to develop individual or local contracts? Are there any limitations or penalties for doing so?
10. Explain the distribution process for manufacturer rebates and administrative fees, including the portion returned to University Hospital Medical Center of El Paso and any relevant policies. How will you assist hospitals in tracking supplier rebates that come directly to the hospital?
11. Provide an overview of your contracting philosophy, including the percentage of single-source, dual-source, and multi-source agreements.



UNIVERSITY MEDICAL CENTER OF EL PASO

12. Describe contracting practices and standard terms for Medical/Surgical and physician preference contracts.
13. Explain how pricing is evaluated for market competitiveness throughout the contract term and procedures when prices are no longer competitive.
14. Explain how your GPO guarantees best-in-class pricing for commodities and pharmaceuticals (including standardization and utilization capabilities)
15. Are all Med/Surg and Purchased Services contracts available to non-acute care facilities and physician offices?
16. Describe member participation opportunities in contracting or vendor selection.
17. Explain how your organization helps maximize contract compliance and vendor rebates.
18. Detail strategies that have reduced or delayed supplier price increases.
19. Describe your process for communicating contract or pricing changes.
20. What are you doing from a contractual standpoint to minimize backorders and shortages?
21. How are you addressing the recent tariffs and minimizing the impact to providers?
22. How, if necessary, would you assist with disaster response and pandemic assistance?
23. Provide details on Custom Pack pricing and contracted supplies programs to address this spend.
24. Does your supplies program include private-label items? Explain the value of private-label contracting strategies.
25. Explain regional contracting solutions. Support of aggregation groups. Is this an option?
26. How does GPO safeguard product and price in contracts with regard to tariffs, force majeure, etc.?
27. How does GPO work with/support value analysis?

Pharmacy Services

1. Provide an overview of your pharmacy program, including market share, formulary management, cost-reduction initiatives, and therapeutic substitution.
2. Describe your pharmacy contracting approach and bid strategy.
3. Explain how clinical expertise is provided for pharmacy implementation and ongoing services, including resources, accessibility, and support.
4. Describe post-sale customer service supported by licensed pharmacists, including account support structure.
5. How does your GPO ensure new contract pricing is accurately implemented with wholesalers and manufacturers?
6. Explain how the pharmacy program optimizes value for 340B/DSH-eligible facilities.
7. Describe consulting programs for medication-use management, 340B/indigent programs, and oncology reimbursement.
8. Do you offer ACPE (Accreditation Council for Pharmacy Education) continuing education programs? If so, frequency and accreditation? Cost?
9. What online tools are available for therapeutic information, decision support, and pharmacy spend insights?
10. Describe drug information support and any associated fees.
11. Explain policies and programs to prevent supply shortages.
12. Describe your approach to auto-substitution of generics.



UNIVERSITY MEDICAL CENTER OF EL PASO

13. Does your pharmacy program include private-label items? Explain the value of private-label contracting strategies.
14. Describe pharmacy services or networks leveraging subject-matter expertise, benchmarking, and pooled purchasing.
15. Describe offerings for pharmacy price performance tools and benchmarking.
16. Who is your main pharmacy distributor/wholesaler?

Technology / Solutions Overview

1. Describe your electronic e-catalog, including capabilities, customization options, procure-to-pay (P2P) tools and support for national, regional, and local agreements.
 - Can the catalog manage net price, vendor cost plus, tier-specific pricing, rebates and distributor mark-ups?
 - What analytics, reporting, and ad hoc capabilities are available?
 - ERP offerings
 - Ordering platforms (ecommerce exchange)
2. Describe supply chain analytics tools and services to ensure best pricing and benchmark data sources.
3. Does GPO provide 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 UMC internal and/or external subject matter experts?
4. Explain item master updates and support and auto price feeds, including ERP system compatibility.
5. Describe web-based transaction support for supply chain management and the scope of supported transactions.
6. Outline services and infrastructure for transaction processing and price verification.
7. Detail required hardware, software, or infrastructure provided by University Hospital Medical Center of El Paso for integration.
8. Describe clinical analytics tools supporting quality improvement, transparency, benchmarking, and utilization.
9. Describe consulting services for Clinical, Operational, Strategy, Supply Chain, and Labor improvements.
10. Does GPO provide a platform that automates the purchase ordering process. Specifically, the ecommerce platform electronically connects Member to suppliers and enables both parties to exchange documentation needed to facilitate a purchase including, purchase orders ("PO"), PO acknowledgements, shipment notices, invoices, and product prices.
11. Who is your main med-surg distributor?
12. Does GPO offer transaction management services?
13. Does GPO provide a catalog containing specific contracts with new contracts, contract attributes, and line-item pricing; provide general and technical support services during business hours; verify and load distributor markup; review, resolve, and report aging supplier enrollment requests; and audit tier designations?



Implementation/Ongoing Support

1. Describe your typical implementation process, including a detailed outline and resources provided to ensure success.
2. Explain communication processes among University Hospital Medical Center of El Paso, the GPO, suppliers, and distributors during implementation.
3. Identify technology or services on which University Hospital Medical Center of El Paso staff will be trained.
4. What will be call frequency for GPO to be in UMC of El Paso?
5. Describe how GPO will have access to best-in-class subject matter expertise and technical resources within targeted contracting areas and for specific UMC initiatives; fees to access and utilize these resources must be transparent.
6. Will awarded GPO submit to UMC the reports listed below, within thirty (30) days after the close of each calendar quarter? Including, but not limited to the following:
 - Spend Details: spend by each affected institution through the Awarded GPO, with spend broken out in greater detail as requested by UMC.
 - Fee Details: administrative fees collected by the Awarded GPO (broken out for each supplier) and related share backs to affected institutions, as well as all other fees and charges, rebates, incentives, etc.
7. Please provide a complete implementation plan.