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**Sedgwick Press announces the Sixteenth Edition of  
*The Directory of Health Care Group Purchasing Organizations***

Sedgwick Press, an imprint of Grey House Publishing, is proud to announce the Sixteenth Edition of *The Directory of Health Care Group Purchasing Organizations*.

This directory is a comprehensive reference work of health care purchasing entities – both group purchasing organizations and integrated delivery networks (health systems with the purchasing power of GPOs), that negotiate nearly 70% of the equipment and 80% of the supplies purchased by health care institutions. According to the Health Industry Group Purchasing Association (HIGPA), it is estimated that group-purchasing strategies saved hospitals up to \$44.3 billion in 2005.

Consolidation continues to be the name of the game, as this edition of *The Directory of Health Care Group Purchasing Organizations* has a few less listings, but larger lists of Member Institutions. You will find 653 Group Purchasing Organizations, 17,705 Member Institutions (that's 3,060 more than last edition), 1,113 key executives, 622 fax numbers, 285 e-mail addresses, and 623 web sites.

*Group Purchasing Organization* profiles are arranged alphabetically by name. The *Member Institutions* are arranged by state, then alphabetically by name. Listings in the main body of the work include basic contact information, such as name, address, phone, fax, e-mail, web site, and year founded, plus some hard-to-find information like:

- Organization Information:
  - Number of Purchasing and Proprietary Members
  - Type of Members
  - Number of Beds
  - Number of Outpatient Visits

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- Product Categories Negotiated
- Vendor Proposal Requirements
- Key Executives, with Purchasing titles clearly grouped
- Membership Fees
- Group Affiliations
- Alternate Sites
- Member Institutions: Individual Institutions (hospitals, clinics, and private offices) whose health care purchases are managed by the listed organization.

There are also five indexes to aid the user in finding exactly what they need.

- *Expanded Services Index*: Alphabetical list of organizations, categorized by: Information Systems Consulting; Clinical Outcomes Analysis Assistance; Managed Care Consulting; Assistance in Cultivating Hospital/Physician Relationships; and Material Management Benchmarking.
- *Geographic Index*: A state by state listing of all organizations in the directory.
- *Key Personnel Index*: An alphabetical listing of all key contacts, including their affiliated organization. Specific purchasers and buyers are italicized.
- *Member Institutions Index*: An alphabetical listing of all member institutions in the directory.
- *Organization Type Index*: An alphabetical listing of all organizations, categorized by the following types: Group Purchasing Organization; Alliance; Provider Management Company; Physician's Office; and Integrated Delivery Network.

To broaden the availability of data, *The Directory of Health Care Group Purchasing Organizations* is also available in an Online Database. Using powerful search and retrieval software, this interactive Online Database accesses, in just seconds, all the information and resources included in the print directory. Users can search the Online Database by dozens of criteria. Visit [www.greyhouse.com](http://www.greyhouse.com) for a free search.

Featuring more new listings and member institutions than ever before, the 2008 edition of *The Directory of Health Care Group Purchasing Organizations* is the most current and comprehensive resource on group purchasing organizations and integrated delivery networks.

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<i>The Directory of Health Care Group Purchasing Organizations, 2008</i>		
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