

## Become a supplier

When you want to share in our success and provide “best of the best” pricing through volume aggregations to all members in all geographies, choose **YANKEE ALLIANCE**.



With over **17,996** members in every class of trade in all 50 states and over **\$3.7 billion** in annual supply spend, Yankee Alliance presents significant opportunities for suppliers who want to share in our success.

Yankee Alliance continues to grow, to drive savings to our members' bottom lines, and to move market share among suppliers.

---

## Value for suppliers

Suppliers want to work with growing organizations. Yankee Alliance purchasing volume has increased from \$700 million in 2003 to over \$3.7 billion in 2020.

Working with Yankee Alliance has increased market share for suppliers who align with our aggregation philosophy. We influence member compliance by providing the best contracts with the best pricing.

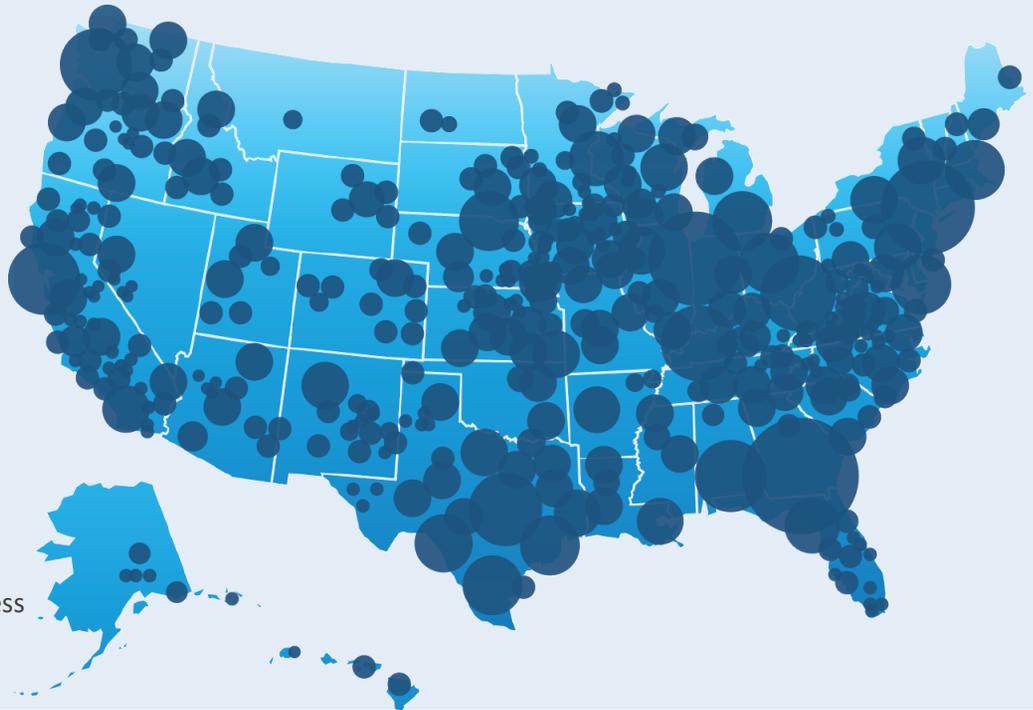
Our sales teams provide support in all areas of recruitment, from analysis through prospecting meetings, implementation, as well as ongoing customer support after recruitment.

## Our strategies to support contract uptake

- ✓ **ANALYTICS**  
We provide meaningful information and direction to members in the areas of market share, contract conversion, and contract utilization.
- ✓ **CLINICALLY INTEGRATED CONTRACTING**  
Using clinical data to support contracting strategies with a focus on patient safety, outcomes and overall value in patient care allows us to work with suppliers to ensure the best outcomes at the lowest necessary cost.
- ✓ **MULTIPLE COMMUNICATION CHANNELS**  
Our peer group advisory meetings, weekly newsletters, monthly webinars, co-branded literature, “Green Light” promotions all get the message out.
- ✓ **QUICK & EASY CONTRACT ACTIVATION**  
A streamlined process to price activate contracts, ensure pricing is loaded, and promote contract utilization.

## YANKEE ALLIANCE MEMBERSHIP

207	Acute Care
162	Laboratory
1,383	Institutions
304	Imaging Centers
485	Ambulatory Surgery
1,764	Outpatient Services
6,931	Physician Practices
2,635	Senior Living
3,009	Home Care
1,116	Other-Healthcare Business



### NATIONAL PORTFOLIO

Yankee Alliance's broad and effective group purchasing program is built upon a base of strong national contracts from Premier, Inc.

### AGGREGATION OPPORTUNITIES

We have enhanced over 530 agreements of the Premier contract portfolio to provide aggregate best tier pricing to our members. This additional value can only be accessed by Yankee Alliance members. There is no membership fee to join.

### CUSTOMER SERVICE

Yankee Alliance's greatest strength is our reputation for exceptional customer service. Our Account Management and Member Services Teams are committed to the highest level of member service, whether it is reviewing program opportunities, answering contract questions, or trouble shooting implementation issues, we strive to exceed our member's expectations as their GPO partner.

### Contact us

For more information, contact:

Phone: 978-470-2000

Email: [info@yankeealliance.com](mailto:info@yankeealliance.com)