



Together, We Care More

Meet MMCAP Infuse



Member Value

MMCAP Infuse is member driven.

Our Mission

Best value for pharmaceuticals, and healthcare products and services to government facilities across the nation.

What Sets Us Apart

- National cooperative group purchasing organization (GPO) for government facilities that provide healthcare services.
- Operated by a government agency, the State of Minnesota, Office of State Procurement. Self-funded.
- Members in all 50 states.
- Membership is free and voluntary.



Membership Profile

(Classes of Trade)

Government
agencies from a
broad spectrum of
classes of trade
trust MMCAP Infuse.



Public Health



Student Health



Mental Health



Correctional



Convalescence/
Nursing Facility



School/College/
University



Animal Health



Public Safety/
First Responder

Benefits

- Reduced costs for medical products and services.
- Free membership.
- Annual wholesaler shareback credit.
- State of Minnesota procurement guidelines fit states' requirements.
- Member-controlled formulary.
- Designated senior account executive.
- Member-driven leadership.
- Nationwide peer networking opportunities.
- Experienced staff specializing in healthcare and government procurement.



1

State Contacts

Two representatives from each state (one pharmacy and one procurement) act as liaisons between MMCAP Infuse and its members.

Review membership applications and eligibility.

Evaluate pharmaceutical proposals at the MMCAP Infuse National Member Conference.

Assist with Request for Proposal (RFP) strategy and contract award process.

Post MMCAP Infuse contracts on the respective state's procurement website.



2

Advisory Board

Eight member-elected representatives (four pharmacy and four procurement).

Ensure strategic direction is aligned with member needs.

Voice of the membership.

MMCAP Infuse is member driven.

Funded by Vendor Fees

Vendor administrative fees are collected to support MMCAP Infuse efforts in consolidating, managing and growing membership.

- Standardized contracting with manufacturers and wholesalers.
- Resolving member issues.
- A portion of vendor fees are utilized to fund our operations.

Shared Back with Members

- 100% of unused vendor fees are returned to MMCAP Infuse member facilities as wholesaler credits based on contract purchases.
- MMCAP Infuse returns a much higher percentage of administrative fees to its members versus other GPOs.





Contract Programs

Our portfolio offers contracts for the greater good.

1

Pharmacy Products

- Pharmaceuticals.
- Influenza vaccine.
- General vaccines.
- Diabetes supplies.
- Nutritionals.
- Vials and containers.
- Emergency preparedness products.



2

Pharmacy Services

- Wholesaler distribution.
- Prescription filling.
- Repackaging.
- Returned goods processing.
- Hazardous waste disposal.
- Clinical pharmacy services.
- Invoice auditing.

1

Healthcare Products

- Medical supplies.
- Dental supplies.
- Drug and alcohol testing products.
- Condoms and related products.



2

Healthcare Services

- Service for medical equipment.
- Service for dental equipment.
- Third-party administration for drug testing with SAMHSA-certified labs and legal service.

Pharmaceutical Wholesalers

- Each state chooses one of three wholesalers: Cardinal Health, Morris & Dickson Co., and AmerisourceBergen.
- Cost of goods discounting on brand and generics.
- Favorable delivery and return policies with advanced reporting options.
- One-stop shopping for pharmaceuticals, vaccines and OTCs.
- No generic purchasing compliance requirement.



Cost Savings in Pharmacy

Market basket comparisons reveal that MMCAP Infuse contract pricing provides significant savings in key customer classes of trade.

University Student Health	Department of Corrections	County Jail	Department of Health	State Hospital
12.9%	5.9%	39.8%	10.7%	4.6%
10.7%	6.2%	26.7%	5.7%	2.5%
24.6%			46.3%	

Price validation and data integrity ensured through detailed item matching process, and aligning purchase dates and payment terms.

Ensuring Superior Pricing

- Pharmaceutical contracting periods:
 - Generic every year.
 - Brand every four years.
- Aggressive price negotiations throughout contract term.



Ensuring Superior Pricing (Continued)

- Leverage member volume purchases.
- Monitor off-contract purchasing to identify products that should be added to contract.
- Open and fair competition following stringent Minnesota procurement law and policy.
- Competitive pricing collected and analyzed.
- Wholesale acquisition cost (WAC) reports monitored for pricing changes.






Value Advantages

MMCAP Infuse creates and shares valuable savings through competitively bid and aggressively negotiated contracts that adhere to State of Minnesota procurement regulations.

MMCAP Infuse leverages member volume aggregation to forge deep cost savings for pharmaceuticals, and healthcare products and services for its members across the nation.





Thank You



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