



MMCAP Infuse Supplier Partners

Together We Care More



Partnership

MMCAP Infuse supplier partnerships are key to our members' success. Our contracted price discounts allow members to provide more healthcare services.



A photograph of two pharmacists, a woman with dark curly hair and glasses, and an older man, both wearing white lab coats. They are in a pharmacy with shelves of medicine boxes in the background. The woman is pointing at a box on a shelf while the man looks at a tablet computer. The text 'Become a Supplier Partner' is overlaid on the image in a large, dark blue serif font.

Become a Supplier Partner

Contracts for the Greater Good

Why Become Our Partner?

- Single contract provides access to 13,000+ members
- Reach unique class of trade with large purchasing volume
- Eliminates need to respond to multiple RFPs
- Our members' motivated to purchase on-contract
 - Open competitive process meets procurement needs
 - Convenience, pricing, shareback credit



Solicitation Process

- Products and services offered through the MMCAP Infuse program are the result of an open solicitation process that follows strict State of Minnesota procurement regulations.
- Official notice of solicitation openings are posted in the State of Minnesota's State Register, and on the MMCAP Infuse website.
- Interested suppliers should contact mmcap.infuse@state.mn.us



Our Mission

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

What Sets Us Apart

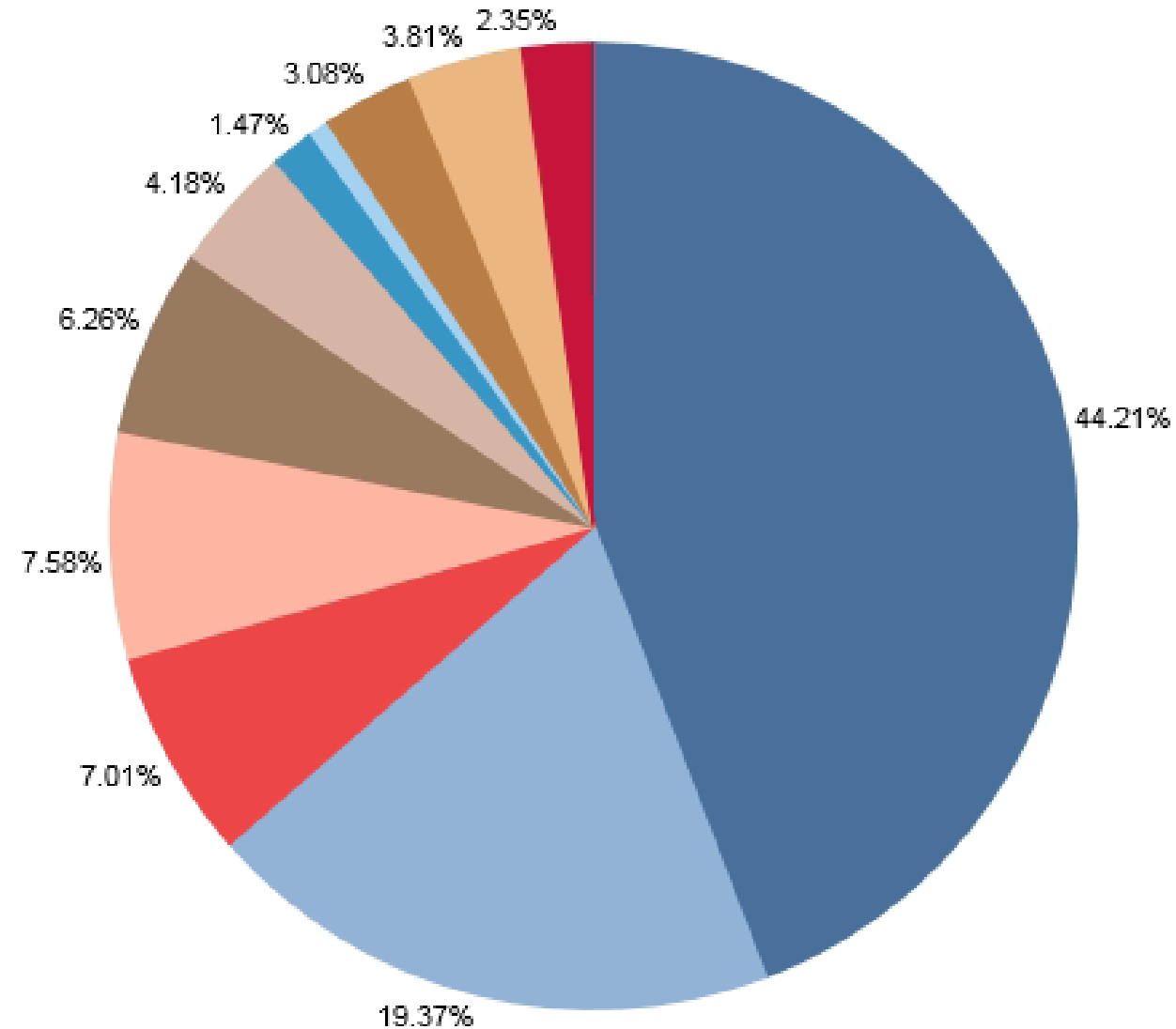
- National cooperative GPO for government facilities that provide healthcare services
- Operated by the State of Minnesota, Office of State Procurement and self funded
- Members in all 50 states
- Membership is free and voluntary



Membership Profile

Primary COT (group)

- Public Health
- Correctional Facility
- COT Other
- Mental Health
- School/College/University
- Public Safety/1st Respond
- Developmental Disability
- Emergency
- Hospital/Clinic
- Student Health
- Targeted Program



Benefits for Members

- Reduced Costs for Products and Services
- Free Membership!
- Annual Wholesaler Shareback Credit
- Senior Account Executive (SAE)
- Member Controlled Formulary
- Member Driven Leadership
- Nationwide Peer Networking Opportunities
- MN Procurement Guidelines Fit States' Requirements
- Professional and Experienced Staff



Vendor Admin Fees Collected

For MMCAP Infuse efforts in consolidating, maintaining and growing membership. Standardized contracting with manufacturers and wholesalers. Resolving member issues. A portion of vendor fees are used to fund our operations.

Shared Back With Members

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





Steps to Success

Supplier partner success results in greater savings for our members.

1

MMCAP Infuse Contract Manager

Meet with MMCAP Infuse contract manager to review requirements for contract attachment, customer service response time, and service levels.

Adhere to reporting requirements for admin fees and sales data.

Maintain your company, contact, and product information.



2

State Procurement Contacts

Register as a vendor in each state.

Meet with MMCAP Infuse State Procurement Contact in each state.

Learn state-specific requirements; each state is unique.

Contract Attachment

- Members must be attached to MMCAP Infuse contract to be compliant with their state procurement rules and processes.
- Transfer existing customer list to MMCAP, and inform member about new contract pricing.
- Provide sales and pricing data to meet member audit regulations.





Outreach Resources

MMCAP Infuse resources are eager to help you succeed.

Supplier Partner Outreach Resources

- Vendor Trade Show at the MMCAP Infuse National Member Conference
- MMCAP Infuse regional Senior Account Executives share development strategies
- State Procurement Contacts help identify new members in their state
- MMCAP Infuse membership roster may guide targeted efforts
- MMCAP Infuse Membership Coordinator manages process of membership application and approval
- MMCAP Infuse Communication Coordinator manages process of supplier message approval and member targeting



Thank You



mmcap.infuse@state.mn.us



infuse-mn.gov