

# **GPO Comparison Checklist: What to Evaluate Before You Commit**

## **1. Financial Terms & Drug Pricing**

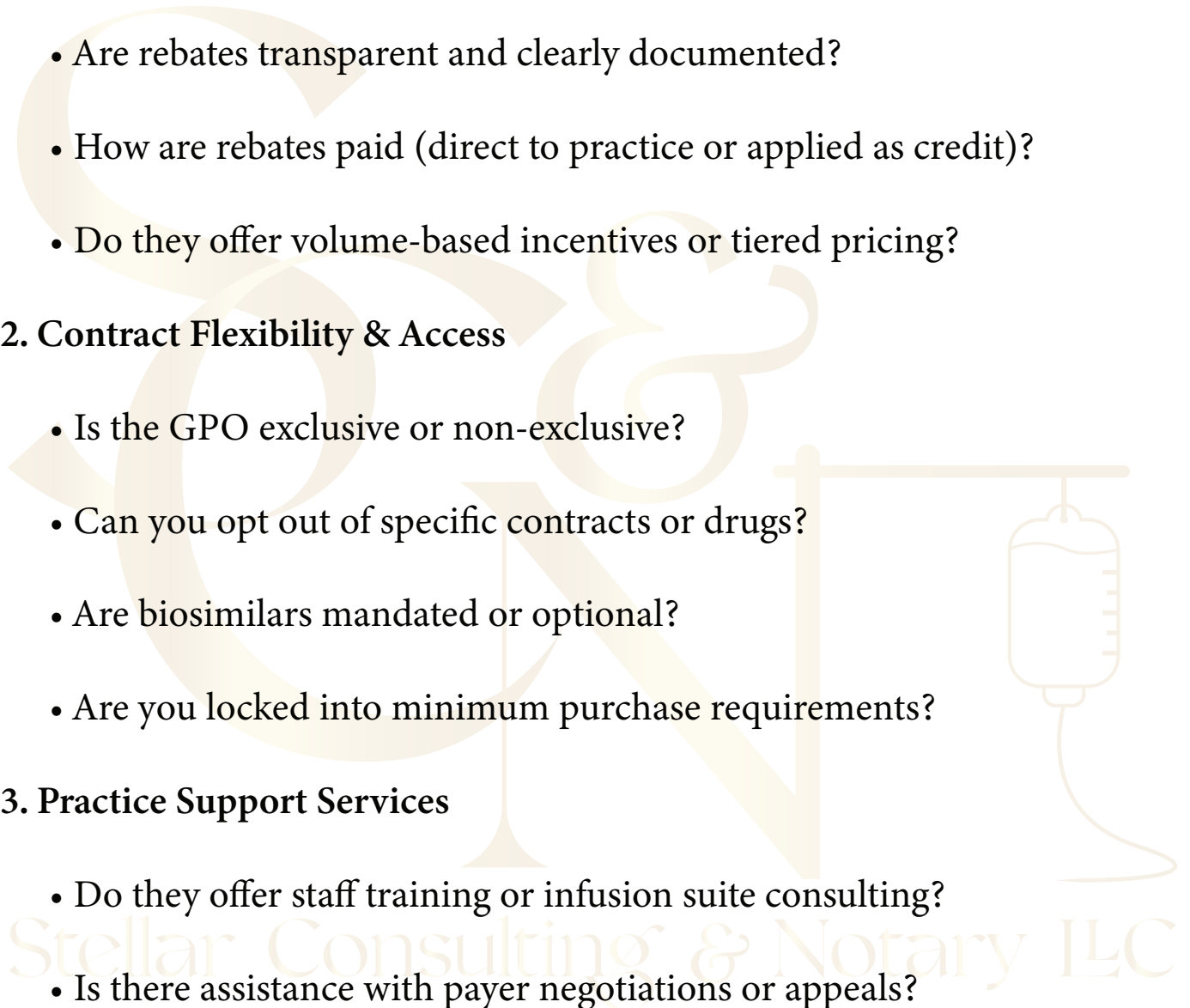
- Are drug acquisition costs competitive across your top infused drugs?
- Are rebates transparent and clearly documented?
- How are rebates paid (direct to practice or applied as credit)?
- Do they offer volume-based incentives or tiered pricing?

## **2. Contract Flexibility & Access**

- Is the GPO exclusive or non-exclusive?
- Can you opt out of specific contracts or drugs?
- Are biosimilars mandated or optional?
- Are you locked into minimum purchase requirements?

## **3. Practice Support Services**

- Do they offer staff training or infusion suite consulting?
- Is there assistance with payer negotiations or appeals?
- Do they help with EMR integration, inventory management, or prior auth tools?
- Are compliance and audit readiness support included?



## 4. Clinical & Operational Alignment

- Do they require adherence to clinical pathways or treatment algorithms?
- Are those pathways customizable or rigid?
- Do they collect and use your patient data? If so, how?
- Are there population health or quality initiatives that impact reimbursement?

## 5. Payer Relations & Contracts

- Does the GPO have payer contracts that directly impact your drug reimbursements?
- Do they provide analytics on payer performance or denial trends?
- Are there value-based or shared savings models available?

## 6. Community & Advocacy

- Do they advocate for independent rheumatology/specialty practices?
- Are you part of a larger network that promotes practice autonomy?
- Do they host meetings, webinars, or forums for best practices?

## 7. Overall Fit

- Does their mission align with your practice goals?
- Are their reps responsive and knowledgeable?
- Are other practices in your space seeing success with them .