

UNITED IROQUOIS SHARED SERVICES
Group Purchasing Program
Prospective Supplier Survey



United
IROQUOIS
Shared Services, Inc.

Gary J. Fitzgerald
President

We are pleased that you are interested in researching the possibility of becoming a local contracted supplier with UISS. UISS currently represents over 500 health care purchasing locations within our geographical region. We strive to provide high quality products to our members at the lowest possible price.

UISS is affiliated with GNYHA Services (Greater New York Hospital Association) and Premier / Innovatix. Our local program portfolio is designed to supplement the contracting portfolio available on the regional (GNYHA) and national (Premier / Innovatix) level. Please complete the entire Prospective Supplier Survey and submit to Terry Field, Manager, Supply Chain Strategies. All information will be maintained as proprietary and confidential.

Name of Company: _____
Address, City, State, Zip: _____
Website Address: _____
Contact Name / Title: _____
Telephone: _____ Fax: _____
Email Address: _____

- Provide a brief description of your product/service.
- Who within a UISS facility would be primarily responsible for purchasing your product/service?
- What is the average dollar amount spent on your product/service? Is this calculated on a dollar per bed or per procedure basis, identify how this is calculated?
- Number of full-time employees?
- Hours of Operation?
- Describe customer service capabilities.
- How are orders placed by customer?
- How are products delivered to customer, who is responsible for freight charges?
- Preferred payment terms are Net 60 Days, describe in detail your payment terms.
- Who are your actual/potential competitors?
- Are there any member classification restrictions?
- Are there any geographical restrictions within the Upstate New York region?
- What percentage of marketshare do you currently enjoy in Upstate New York region?
- Is your company currently affiliated with any GPO? Please identify.
- Describe any value added services your company provides.
- What potential benefits does your company/product /service offer?

*Representing
health care
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Feel free to use additional pages in your response being certain to address each of these points.

www.iroquois.org