

Value First Named Affiliate of the Year by MedAssets

[Value First](#) has been named MedAssets Affiliate of the Year for 2015. The award recognizes outstanding performance, customer service and year over year sales growth. This is the second time Value First has won the award in the last four years.

In 2015, Value First posted sales growth of nearly \$45 million. In addition, Value First members signed statements of work worth approximately \$900 million to access the Value First Construction Services Program.

*“We work diligently with our members to help them solve their operational challenges, saving them time and money,” said **Jared Schei, President and CEO, Value First.** “This award recognizes our commitment to deliver the highest quality and broadest range of products and services to help our members thrive in the increasingly competitive healthcare environment.”*

Value First, which is owned by LeadingAge and 25 state affiliates including LeadingAge New York, focuses exclusively on providers serving the long term care continuum. The association-based ownership model ensures that its members receive objective recommendations when reviewing potential contracts and pricing.

To date, more than 4,500 LeadingAge members have enrolled in Value First. Since 2013, Value First had conducted approximately 1,500 cost studies for its members and has delivered savings 93 percent of the time.

With new members signing on each day, the addition of new products and services to its portfolio, and in collaboration with MedAssets, Value First is well positioned to achieve significant, sustained growth into the future.

For more information on Value First and the products, services and value it provides, contact Sarah Daly at sdaly@leadingageny.org or 518-867-8383 x 160.