



#### ABOUT VALUE FIRST

Value First is a group purchasing organization (GPO) that's an exclusive free service for LeadingAge members and understands the unique needs of senior living communities because we're owned by LeadingAge and 25 state and regional affiliates.

#### OUR PROMISE

**No Fee** - Pay no annual fee, select only the suppliers that best fit your needs and support LeadingAge with your purchases.

**No Minimum** - Pick and choose as many or as few of the over 1200 best-in-class suppliers in the portfolio.

**Non-Exclusive** - Members are not restricted to Value First and can belong to another GPO at the same time.

Value First is here to help LeadingAge members save time and money. We are your GPO.

#### OUR PROCESS

**Enroll** - Sign the Value First Participation Agreement - there is no obligation to purchase and no risk to LeadingAge members.

**Review** - Select your preferred vendor(s), have Value First perform a cost analysis and complete a letter of commitment (LOC) when you decide to purchase.

**Order** - Complete your order and your discounted pricing is automatically applied.

### What Does Value First Mean to Your Community?

- Lower invoice pricing / saving money
- Reduced staff time and internal costs by using your Value First purchasing consultant as an extension of the purchasing department
- Expert help ensuring your ordered products are contracted and accurately priced
- Revenue generated by Value First is shared with LeadingAge and its state affiliates to help fund the programs and services that support LeadingAge members