

Value First and HPSI Purchasing Services Affiliation Agreement Delivers Savings to LeadingAge Members

Joint Focus on Senior Living Creates a Powerful Platform for Operational Excellence

January 1, 2021, St. Paul – Value First and HPSI Purchasing Services are pleased to announce the affiliation agreement that was entered into effective January 1, 2021. As senior living providers continue to struggle with the impact of the COVID-19 pandemic on their communities, Value First is able to offer the choices, solutions and savings that can help LeadingAge members get their budgets back on track while better serving their residents and staff.

“We couldn’t be more excited about affiliating with HPSI. Over the last 50 years, they have developed a contract portfolio for senior living providers that offers the products our members purchase with highly competitive pricing. LeadingAge members can rest assured that by working with HPSI and Value First, they will receive market leading pricing without sacrificing quality in the process.” said Jared Schei, CEO of Value First.

During the pandemic unplanned costs from PPE, testing and sanitation supplies mounted. Aging services providers facing expenses that were impossible to forecast are needing to find ways to balance their budgets. One way can be to utilize the free services of Value First, a LeadingAge member benefit.

“HPSI has more than 50 years of experience delivering value to senior living providers. We are excited to partner with Value First to deliver our cost savings solutions to LeadingAge members.” said Kirk Hess, Managing Director of HPSI.

The Value First and HPSI affiliation provides access to market leading pricing with suppliers that you know and trust. For more information or to find out how much your organization can save, contact your local Value First representative or [CLICK HERE](#).

About Value First

Value First is a group purchasing organization (GPO) focused on the needs of senior living communities by providing choices, solutions and savings on food, medical, environmental and office supplies. Owned by LeadingAge and 25 state affiliates, Value First, a LeadingAge member benefit, specializes in supporting the purchasing needs of members whose mission is better care and better outcomes for older adults.

About HPSI

Founded in 1964, HPSI provides strategic procurement services to more than 19,000 members in senior living, skilled nursing, education and foodservice nationwide. HPSI's Purchasing Consultants help members benefit from a broad set of supplier contracts. By combining the purchasing power of the vast membership base, HPSI created an expansive network of local and national contracts providing substantial volume discounts and low prices on a broad array of quality name brand products, services and equipment.

Related Links

<https://www.value1stonline.com>