



February 26, 2021

Value First and HPSI Partnership Bring New Contracts for Members

Food Distribution Partners

On January 1, 2021 Value First, your Group Purchasing Organization (GPO) that is owned by LeadingAge became strategic partners with HPSI. As noted by Jared Schei, CEO of Value First:

"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.

Founded in 1964 with four Southern California Hospitals, HPSI is the Nation's most experienced healthcare procurement services company. Now part of Aramark's family of GPO's operating under the Avendra umbrella, we offer the best combination of financial stability breadth of agreements and best in class pricing. HPSI serves more than 19,000 members Nationwide.

What this means to you, our LeadingAge/Value First members is that you now have access to a comprehensive supplier portfolio of over 1,200 different supply partners, with thousands of offerings and millions of products.

One of the areas I am most excited to share with you is our new broad network of broadline distributors across North America. HPSI bids each geography independently, closely examining capabilities, capacity and experience in each market and awarding the business to the local best-in-class provider.

As your Value First Consultant, I am available to support you by conducting a savings analysis for your community.

Our network of distributors include: [Sysco](#), [US Foods](#), [Gordon Food Services \(GFS\)](#), [Performance Food Services \(PFS/PFG/Reinhart\)](#), and [Martin Brothers](#) to name a few.

Visit our new Value First website: <https://www.value1stonline.com/> to access our additional resources.

To be able to access these savings, you will need to have a [Value First Participation Agreement](#) on file. Once you fill this out, email it back to the address listed below.

Please let me know how I can best assist you to help find savings solutions for your community.

Value First is a LeadingAge Member Benefit.

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Food Program Partnerships

Choices Solutions Savings

HPSI contracts with a broad network of broadline distributors across North America and bids each geography independently. We closely examine capabilities, capacity, and experience in each market; and then award the business to the local best-in-class provider.

HPSI's master food distributors (MFDs) are closely monitored to ensure optimal performance. This is accomplished via ongoing reporting on established key performance indicators, or KPIs (e.g., on-time deliveries, fill rate), input from customers in Field Support and Customer Relations business reviews and tracking of issuer resolution through your Value First team.

Leverage HPSI's Proprietary Menu Program:

Menu2UPlus.com allows you to access your entire menu, anytime and anywhere. With real time food costs and resident information, you are able to immediately adjust your menu to control costs related to prevailing market conditions or to scale recipes according to fluctuations in census.