



COMMUNITY CARE  
PHYSICIAN NETWORK  
— BRINGING VALUE HOME —



AIH  
Advantage  
Program

**Community Care Physician Network** is pleased to be partnering with **Atlantic Integrated Health** to offer CCPN members an opportunity for significant savings on medical supplies, office supplies, laboratory services, and much more.

Atlantic Integrated Health's Beacon GPO has established **strong partnerships with an extensive list of vendors**, providing participating practices with discounts that reduce their total spend by 10-15%. Atlantic Integrated Health can also **generate savings for your patients** through a client-bill contract with Mako. This contract has some of the strongest prices available in today's lab market to **help patients offset high medical bills** they would otherwise receive from a hospital for the same services.

#### Examples of some of the savings available through AIH include:

- Average 10% savings with Henry Schein
- Average 2-6% savings on credit card processing
- LabCorp - new revenue opportunities through utilization of discounted fee schedule

#### To take advantage of these savings, just follow this process:

- **Step 1** - Sign GPO participation agreement.
- **Step 2** - Provide 3 months of your practice's spend on items for which you wish to see a price comparison. Price comparison process by vendor typically takes 3-5 weeks depending on volume of items in the 3-month list.
- **Step 3** - Review price comparison from the vendor to identify savings opportunities and what you seek to order.
- **Step 4** - If practice is currently purchasing from a selected vendor, the vendor will simply load new pricing into their ordering system and the practice can order as usual while receiving the new, lower prices. If the practice is changing vendors for savings, AIH and Community Care staff will work with the vendor's area manager to assign a local field rep and get a new account set up to begin ordering at the discounted rate.

*Please see the reverse side of this document for a list of vendors with whom AIH has established relationships.*

**To begin saving, get in touch with the AIH contact listed below:**

Benjamin Willis  
Atlantic Integrated Health  
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252-723-7235

AIH Vendor relationships include:

