

NATIONAL PURCHASING PARTNERS

FACT SHEET



Who We Are

NPP is a group purchasing organization (GPO) founded in 2001 and headquartered in Seattle. NPP is owned by Virginia Mason Medical Center, a non-profit healthcare facility recently named the nation's top hospital of the decade.

NPP contributes to the medical center's crucial initiatives, including research into cures for diabetes, arthritis, lupus and multiple sclerosis.

NPP's core values and business approach reflect our healthcare heritage. We treat our members and vendors with the same considerations as healthcare providers do their patients. We are friendly, professional, data-driven and responsive.

With over 100,000 existing member companies representing millions of Americans, NPP is one of the largest and fastest growing GPOs in the nation. NPP is averaging 20,000 new members a year.

NPP serves members in markets such as construction, fire and rescue, healthcare, legal services, hospitality, non-profits, government, oil and gas, transportation and agriculture.

Our Business

NPP negotiates discounted rates on many essential products and services. These savings are passed along to our members. NPP leverages the purchasing volume of its membership to obtain favorable pricing from preferred and prominent manufacturers and service providers.

NPP membership is entirely free and voluntary. Members register and have access to vendor offerings that best suit their needs. The entire process is easy and efficient.

What Sets NPP Apart

- Voluntary
- No cost to members
- Owned by a non-profit
- Portion of revenue goes to medical research
- Non-commission based sales team

For Our Members

We help our member businesses and organizations reduce costs through lower prices on a wide range of goods and services. We provide fast, friendly and flexible customer service so our members can save time and money accessing NPP vendor contracts. We have a live customer service team ready to assist you and answer any of your questions. Customer service is available Monday to Friday, 9 am to 8 pm EST (6 am to 5 pm PST.)

For Our Vendors

All of NPP's revenue is generated from administrative fees collected from our vendors. Our priority is to increase our vendors' marketshare and profitability as a direct result of their relationship with NPP. By acting as a conductor of business, NPP is creating streamlined processes and communications for our customer base, which helps identify and eliminate barriers in the sales cycle.

Our Primary Vertical Markets

NPP has a presence in several market segments spanning both the public and private domain:

Public Verticals

Fire and Rescue
Government
Non-Profit
Public Safety

Private Verticals

Agriculture
Construction
Dental
Hospitality
Legal
Finance and Insurance
Commercial Real Estate/
Property Management
Manufacturing
Oil and Gas
Transportation
Veterinary

HOW TO JOIN NPP

Registering to become an NPP member is easy:

- Visit our website: www.mynpp.com
- Click "Join Now"
- Select your industry from the "Market Segment" dropdown menu
- If applicable, select the appropriate association from the "Association" dropdown menu
- Complete the registration form and submit
- Within the next 24 hours you will receive an e-mail confirmation of your membership, which also will include your username and password
- You can then sign in and access our vendor discounts

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