



SUMMER 2026

MGMA BESTPRICE PRACTICE SAVINGS MAP

A Guide to Smarter Purchasing

A SPECIAL REPORT BY



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+

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THE SPENDING HIDDEN IN PLAIN SIGHT

How a broader view of purchasing can change what your practice saves — and how much time you get back

MOST PRACTICES HAVE ONLY MAPPED PART OF THE PICTURE

On any given Tuesday in an orthopedic group, multiple purchasing decisions are happening at once. The office manager reorders toner and breakroom supplies from the same vendor she has used for years — no comparison, no contract, just habit. Down the hall, the operations director sits on hold with a waste management company that just raised rates 14%, trying to figure out whether to absorb the increase or spend the next two weeks gathering competing bids. Additionally, at the group's satellite clinic, a medical assistant is overnighting a shipment to a patient at whatever price the carrier quotes because no one knows whether a better option exists.

Each expense, taken alone, feels small. But add them up across a year — across every office, every vendor, every contract that auto-renewed without review — and they represent a surprisingly large share of what the practice spends. They also represent the share most practices are managing without any strategic support at all.

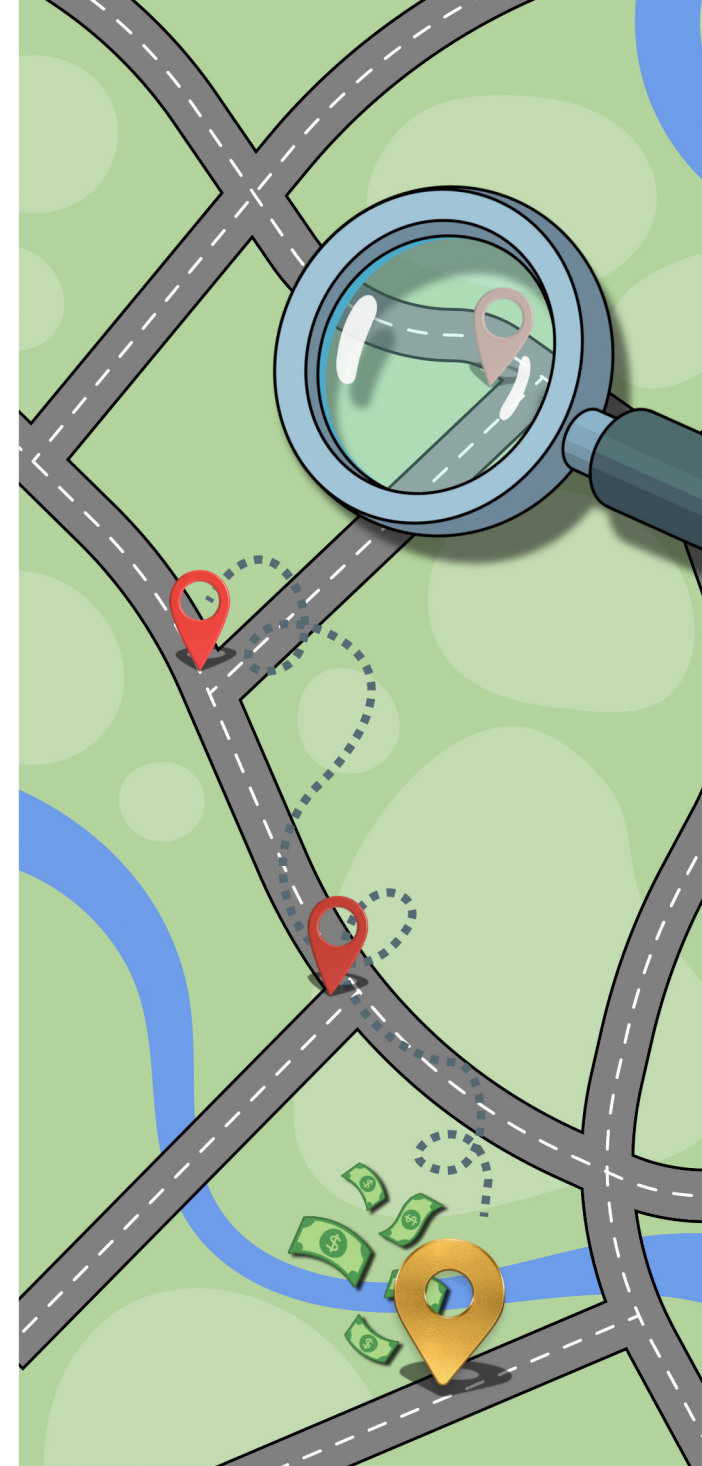
Practice leaders already know the problem. They do not have time to search for savings. Between managing staff, watching reimbursement shift, and keeping the lights on, there is no realistic window in the week to comparison-shop waste management companies, renegotiate a linen contract, or benchmark shipping rates. This is not bad management — it's a predictable consequence of running a medical group with limited administrative bandwidth and too many purchasing decisions competing for attention.

That is the starting point for this savings map. **Many medical groups already rely on MGMA BestPrice for their everyday medical and clinical supplies, and it delivers real value. But that's only one corner of the map.**

While the practice may have optimized its supply spend, it likely hasn't connected the rest of its purchasing landscape, such as office supplies, waste services, the linen vendor no one has rebid in years, the IT contracts renewing on autopilot, or the shipping costs that spike whenever urgency hits.

MGMA BestPrice can help practices cover far more of their total spend than most members realize. The program extends into office and administrative purchasing, facilities and housekeeping, logistics and shipping, records and compliance services, IT and telecom, clinical-adjacent categories, and even construction and building operations. **The contract portfolio, backed by HealthTrust Performance Group's national scale, encompasses up to 85% of a typical practice's spend.**

Practice leaders start by asking, "Are we getting the best price on gloves and gauze?" What MGMA BestPrice can answer is: **"How much of your spending is moving without any strategic support at all?"**





THE REST OF THE SPEND IS BIGGER THAN YOU THINK

When you hear “purchased services,” maybe you picture a narrow set of outsourced functions. But purchased services can represent up to 45% of a practice’s non-labor operating costs, often making them the second-largest spend category behind staffing. That includes everything from waste management and janitorial services to IT support, courier logistics, records storage, uniform programs, facilities maintenance and more.

And much of that spend is managed in fragments. One office manager handles breakroom supplies. Another staffer negotiates the copier lease. A third calls around for waste management quotes when the current vendor raises rates. Each decision is made independently, often under time pressure, with no unified view of what the organization spends across categories or locations.

In addition to being a cost problem, it is a time problem. **Every hour a practice administrator spends comparison-shopping vendors, renegotiating a linen contract, or chasing freight quotes is an hour not spent on patient operations, staffing, revenue cycle, or growth.**

MGMA BestPrice is positioned to help practices close that gap — not by asking leaders to become procurement specialists, but by giving them a simpler path. As a **no-cost MGMA member benefit backed by HealthTrust Performance Group’s GPO contract portfolio**, the program provides access to pre-negotiated contract options across a wide range of categories, **supported by a dedicated account manager** who can help the practice identify where contracted options exist and move more efficiently toward better decisions. The program reduces operating costs by an average of 8%–12% across participating categories.

For a medical group, that combination of breadth, support, and savings changes the economics of how purchasing decisions get made. Instead of re-entering the market alone every time a rate increases or a new need emerges, the practice has a first call — someone who already knows the category landscape and can point leaders toward a better starting point.

HOW THE SAVINGS ACTUALLY WORK

The savings of covering more of the map with MGMA BestPrice are simpler than many practice leaders expect.

Most pricing through the program is “at the pump.”

That means savings are built into what the practice pays at the time of purchase. There is no quarterly reconciliation to track, and no delayed benefit to wait for. The contracted price reflects the savings, and the practice captures value every time it places an order or engages a service.

In select categories, savings may also come in the form of rebates. That means the practice purchases at a standard price and receives a rebate afterward on qualifying items. Both models deliver real value; the difference is simply timing. Understanding that distinction up front helps practices set realistic expectations and recognize that the program’s financial benefit is woven into how they already buy — not layered on top of it as a complicated back-end process.

That matters for busy practice leaders. The goal is not to create a new administrative burden. It is to make the purchasing the practice is already doing work harder, with less effort and more confidence.



Don't Let Your Savings Go to Waste

You don't need more time to find savings — you need a better starting point. Your dedicated MGMA BestPrice account manager can help you identify where contracted options already exist for what you're buying today. One email. One phone call. That's all it takes to start covering more of your practice's spend.

You can also log in to the MGMA BestPrice member portal anytime to explore available categories, review contract options, and select the services that fit your practice's needs — on your schedule, at your pace.

Reach your account manager: **(844) 234-6462**
support@mgmabestprice.org



How Much Could Your Practice Save?

Before you explore the savings map, get a quick read on your own opportunity. The MGMA BestPrice Savings Calculator gives you a personalized estimate of where your practice's biggest savings opportunities may sit — in just a few minutes, with no commitment required.

Try the Savings Calculator at mgma.com/vendors/mgma-bestprice

LET'S EXPLORE THE SAVINGS MAP

Take a tour through the categories where medical practices most often leave value unclaimed. Each section focuses on one area of spend that many groups either overlook entirely or manage in a fragmented, time-consuming way.

The categories range from everyday operational purchases to logistics, technology, clinical-adjacent needs, and even construction and facilities projects. Together, they represent the “everything else” you might be missing: recurring purchases, service contracts, and episodic capital decisions that shape how a practice operates and what it spends.

This is designed to help you see your spend differently and help you identify ways to cover more of your practice's total spend with less searching, less fragmentation, and more confidence.





1. Office Supplies, Paper, Print, and Breakroom

Office and administrative spend is so routine it becomes invisible. Paper, toner, labels, forms, breakroom coffee, snacks, cleaning wipes, and quick-turn print jobs get bought by habit — not reviewed as part of a sourcing plan. A front-desk coordinator orders one set of items, an office manager handles another, and leadership only notices the total when costs spike. Because each individual purchase feels small, many groups assume there is not enough value here to justify GPO attention.

Picture a three-site group where each location buys its own paper, toner, and breakroom supplies from a different vendor at a different price. One office manager found a deal on premium copy paper; another orders whatever arrives fastest. Nobody has a view of the entire spend. Over 12 months, that accumulation of inconsistent products and pricing with uncoordinated reordering creates quiet waste — and price creep in categories no one audits.

How MGMA BestPrice can help

Don't treat office, print, and breakroom needs as disconnected errands. MGMA BestPrice can help practices route them through contracted options and a dedicated account manager who points leaders toward the right supplier relationships. The value is financial and also operational: fewer searches, less guesswork, more standardization, and more confidence that recurring weekly purchases are handled intentionally.





2. Uniforms, Laundry, and Linen



Uniforms, laundry, and linen often exist in a blurry space between operations, HR, and facilities. They shape day-to-day staff readiness and patient experience, yet they rarely get discussed alongside medical supplies. Many practices inherited a uniform vendor or linen arrangement years ago and simply keep renewing because it works “well enough.” It feels more like a service relationship, which means it can stay off the radar indefinitely.

Think about an operations director fielding a complaint that a clinic’s scrub quality has dropped while another location’s linen vendor just raised pickup fees. Replacement charges, lost-item surcharges, and service schedules vary across sites with no easy way to compare. Uniform programs drift without clear policies on who gets what, how items are replaced, or what the true ongoing cost is. The result: more vendor back-and-forth, more troubleshooting time, and more spend than the organization likely realizes.

How MGMA BestPrice can help

MGMA BestPrice can help practices treat uniforms, laundry, and linen as a manageable category rather than a recurring nuisance. A dedicated account manager can help leaders think through what needs standardizing, where duplication exists, and how to build consistency across sites. Don’t re-enter the market alone every time a service issue or price increase appears. A more connected purchasing approach reduces friction, improves consistency, and captures savings that might otherwise hide in plain sight.

3. Waste Management



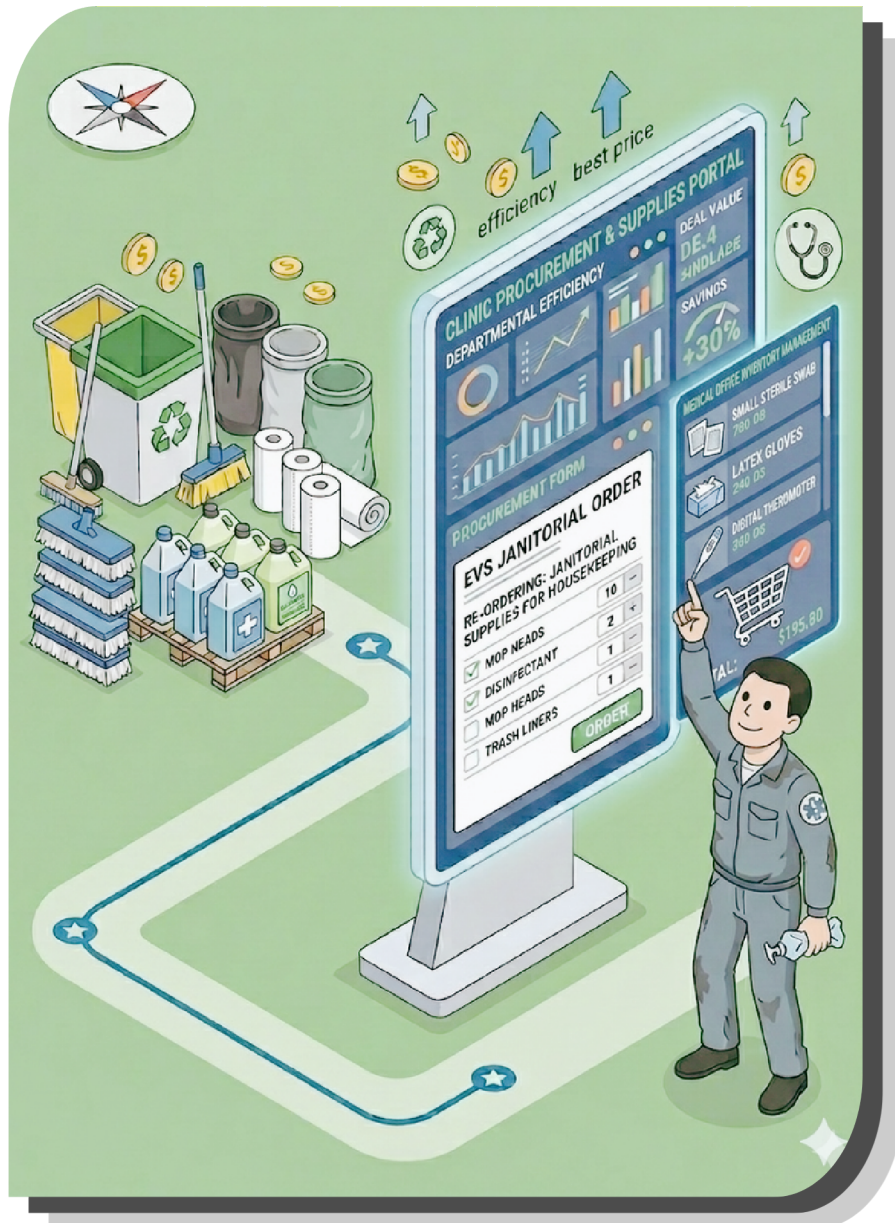
Every practice has waste management, yet almost no one thinks of it as a GPO category — until a vendor sends a rate-increase notice or service quality slips. It tends to be treated as a fixed cost of operating the clinic, sitting inside a legacy relationship that is never touched.

That is, until a waste management company sends a 12% rate increase effective next month. You now must decide whether to absorb the hit or carve out time to call competing vendors, gather proposals, and compare contract terms they do not negotiate very often. Multiply that across separate arrangements for trash, regulated medical waste, sharps, and recycling — each with auto-renewing terms and fees that creep up quietly — and the time drain becomes as real as the cost problem.

How MGMA BestPrice can help

When a rate-increase letter arrives, there's no need to start from scratch. Instead, call your account manager, learn what contracted options exist, and move faster toward a better decision. That is the practical value of a fuller GPO strategy: lower costs when available, less time spent searching, and less uncertainty about where to turn.





4. Janitorial Supplies and Housekeeping/EVS

Leaders generally only notice this when something goes wrong: a clinic does not feel clean, consumables run short, or a vendor underperforms. Supplies and services may also be handled separately, which fragments the category further and reduces visibility.

Imagine walking through a satellite office and noticing the dispensers are a different brand than the main clinic, the disinfectant wipes are a different grade, and the cleaning schedule seems inconsistent. Fragmentation drives cost up in two ways at once: you pay more than necessary for routine consumables sourced ad hoc, and the service side may be governed by weak or outdated terms that leave you dealing with inconsistent quality and avoidable add-on costs.

How MGMA BestPrice can help

MGMA BestPrice can bring the service side and the supply side into harmony. An account manager can help you review housekeeping and janitorial purchasing options and move you away from one-off decisions. Spending less is nice, but the goal is to reduce operational friction and make sure clinics are supported consistently.

5. Shipping, Courier, and Freight

Episodic spending sometimes gets overlooked, and shipping and courier services are a great example. You only think about them when something urgent needs to move: medication, supplies, records, equipment, or specimens. Because volume is spread across time and departments, you might assume there is not enough spend to warrant more attention. In truth, it becomes highly visible the moment urgency, distance, or patient need enters the picture.

Imagine you need to ship a temperature-sensitive medication internationally for a patient. Without a contracted option, staff default to whatever carrier seems fastest, paying convenience pricing under time pressure. That pattern repeats in smaller ways every week — inter-office courier runs, equipment shipments between sites, specimen transport. Some locations ship proactively, others reactively. Some know which service level to use; others default to the most expensive one. Over time, that creates avoidable spend and unnecessary administrative effort.

How MGMA BestPrice can help

MGMA BestPrice can help you stop treating shipping, courier, and freight as isolated transactions. With account-manager support, the practice can understand what contracted options exist, reduce the time spent searching, and make urgent decisions with more confidence.



6. Records Storage, Shredding, and Media Destruction



Records storage and shredding are classic back-office categories: necessary, recurring, compliance-sensitive, and easy to ignore. Many practices set these relationships once and rarely revisit them. Because the work is not patient-facing and does not feel urgent, it gets less executive attention than staffing, supplies, or revenue cycle.

A compliance officer at a growing practice discovers that each of the group's four locations uses a different records-storage vendor, with different retrieval fees, different destruction policies, and different contract renewal dates. One vendor handles storage, another shredding, and a third media destruction. Fees for retrieval, rush service, and purge charges accumulate without anyone connecting the dots. The compliance dimension raises the stakes — leaders do not want to cut corners, but they also do not want to overpay simply because no one has revisited the category in years.

How MGMA BestPrice can help

MGMA BestPrice can turn this from an inherited service relationship into a managed decision. That means helping the practice identify which services it actually needs, where contracted options exist, and how to think about it consistently across locations. When a practice has one account manager to call and a more cohesive plan, it reduces the time burden and the likelihood that legacy arrangements quietly drain value.



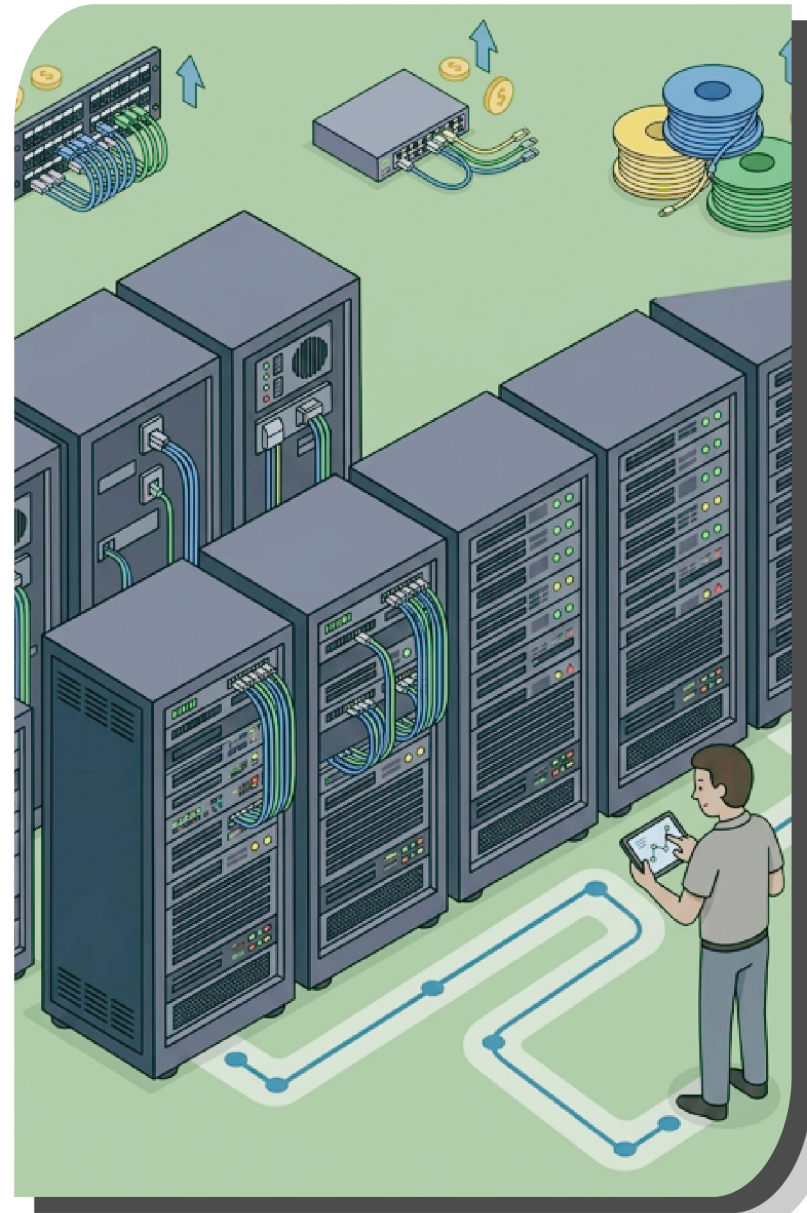
7. IT, Telecom, Copier, and Cybersecurity

Technology is frequently managed as a series of separate decisions rather than one connected category. The copier lease sits with ops. Phone and internet sit with administration. Hardware comes up only when something breaks. Cybersecurity may be treated as a standalone risk issue, while software sits in another budget line. With these decisions distributed across teams, many practices do not think of them as part of their GPO strategy at all.

A COO at a five-provider group realizes the copier contract renewed automatically at a higher rate, the phone system is month-to-month after the original term expired, and no one can say exactly what the practice is paying for cybersecurity monitoring across sites. When digital infrastructure is purchased in pieces, leaders lose leverage and visibility. Contracts renew on different cycles. Equipment, services, and support come from multiple directions with little coordination around standards or lifecycle. For smaller and midsize groups especially, that fragmentation creates a constant low-grade drain on time.

How MGMA BestPrice can help

MGMA BestPrice's scope extends into IT products and professional services, voice and data plans, infrastructure power and cooling, clinical systems, and broader IT reseller support. A dedicated account manager can help leaders sort through what belongs in the category, where contracts may apply, and how to reduce disconnected decisions being made across sites and teams. Lower costs help, but making digital infrastructure easier to govern, easier to compare, and easier to align with how the practice actually works is priceless.





8. Vaccines

Vaccines sit close enough to core patient care that leaders may assume the category is already “handled” — yet far enough from routine clinical supplies that it often falls outside how practices define their GPO use. Many groups focus on reimbursement, storage, or clinical demand and spend less time thinking about vaccine acquisition as a sourcing category that deserves deliberate review.



A multi-site pediatric group discovers that its three offices are each purchasing flu and routine childhood vaccines through different channels at different price points. One clinic prioritizes availability, another goes with whichever rep calls first, and the third has a longstanding arrangement nobody has benchmarked. Even if the savings opportunity varies by organization, the operational cost of unclear strategy can be significant, especially in a high-dollar category where small per-unit differences multiply across thousands of doses.

How MGMA BestPrice can help

Including vaccines in your savings map reinforces an important point: MGMA BestPrice helps practices think more broadly about clinical-adjacent categories that do not always fit inside the GPO mindset. Vaccines can be part of a more intentional purchasing conversation, especially when leaders want clearer visibility into how they are buying and where a GPO relationship can make that decision easier. In some settings, the value may be built into contracted pricing; in others, the real gain may be better category clarity and less fragmented decision-making.

9. Medical Gas, Pipe Testing, and Other Clinical Support Services

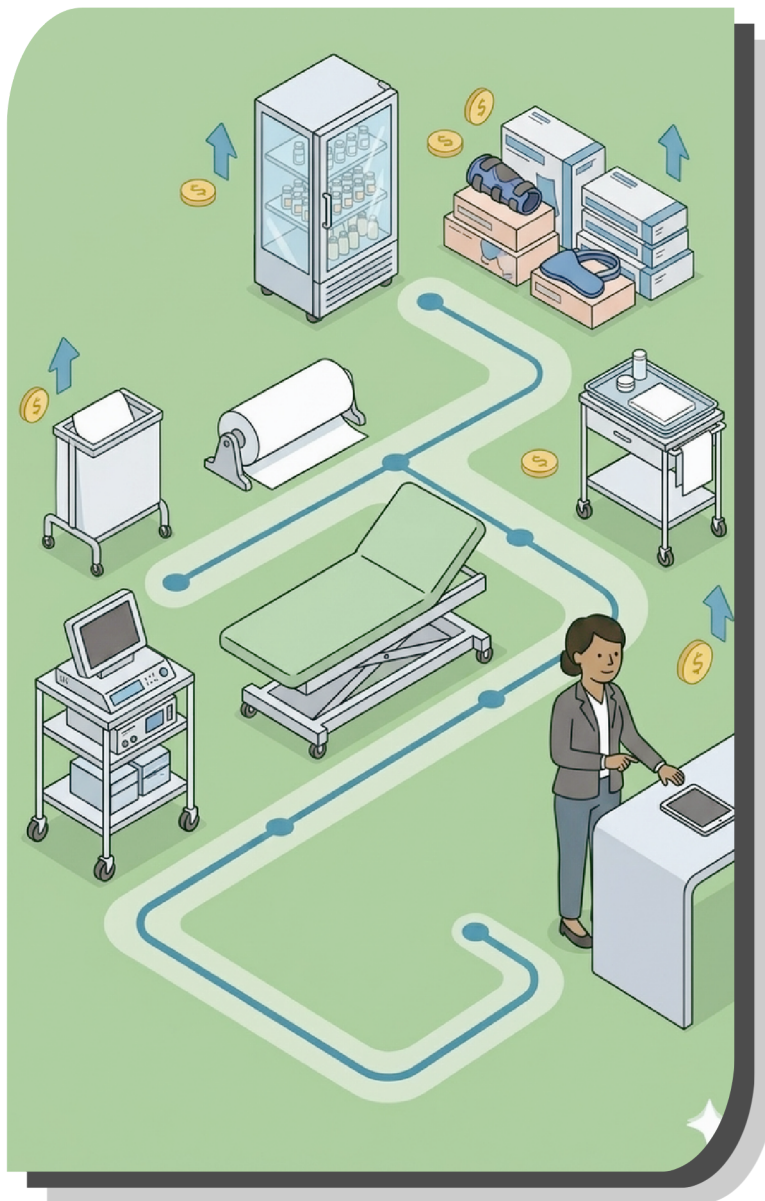
Medical gas and related testing services often sit between clinical operations and facilities management. They are essential but not usually top of mind until a requirement, inspection, or repair need appears. Since they do not resemble day-to-day supply ordering, leaders often fail to place them in a broader procurement strategy. They feel specialized, intermittent, and technical — easy to leave to whoever handles the issue when it arises.

An ASC administrator gets a notice that medical-gas pipe testing is due in 60 days. There is no existing contract, no recent benchmark, and no clear starting point for comparing vendors. The administrator starts calling around under a deadline, accepting whatever pricing comes back because the timeline does not allow for real negotiation. That reactive pattern — getting a notice, scrambling to respond, paying whatever lands first — is exactly the kind of operational drag you want to minimize. The dollar amount may not be the largest on the balance sheet, but decisions made under pressure rarely yield the best result.

How MGMA BestPrice can help

Through MGMA BestPrice, practices can move from ad hoc vendor hunting — for medical gas and pipe testing, air testing, water quality services, and related facilities-support needs — toward a more structured, account-manager-supported process. This gives your practice a better starting point when a need arises, with access to contracted options and a more consistent way to handle specialized support services.





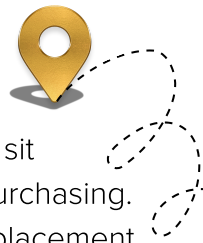
10. Diagnostic and Clinical Support Equipment

Diagnostic equipment, medical refrigeration, exam and procedure tables, orthopedic soft goods, and other clinical support equipment sit outside the way practices think about routine, weekly commodity purchasing. They are periodic decisions tied to growth, provider preference, replacement cycles, or compliance requirements. Because they are episodic, leaders may assume they belong in a separate capital conversation rather than in the logic of group purchasing.

Picture a growing orthopedic group opening its fourth location and realizing it has purchased three different brands of exam tables, two different diagnostic units, and has no organizational standard for medical-grade refrigeration. Each site sourced independently based on whatever vendor engaged first. That variation now affects maintenance contracts, accessories, training, and replacement planning. In multi-site groups, sourcing clinical equipment one purchase at a time leads to unnecessary variation, inconsistent service arrangements, and missed opportunities to standardize.

How MGMA BestPrice can help

MGMA BestPrice can help bridge the gap between routine supplies and large capital projects. With account support, leaders can frame these purchases more clearly: what is a one-off need, what should be standardized, and what might benefit from a coordinated approach across the organization. That is especially useful for outpatient groups that are growing or refreshing clinical space without a dedicated procurement department. The value is not that the program forces a particular product choice — it is that it gives practices a more informed, better-supported way to approach spending that otherwise is handled reactively and in isolation.



11. Furniture and Site Refreshes

Furniture is one of the best examples of spend that feels too occasional to manage strategically — until a practice is suddenly facing a waiting room refresh, a replacement need, or a new site. Leaders know furniture matters for staff workflow and patient experience, but they do not think of it as part of a GPO conversation. It sits outside routine medical supplies and replenishment, and often outside the annual budget conversation until a need becomes unavoidable.

Picture getting approval to refresh the waiting room at your main clinic. You spend two weeks researching commercial furniture vendors, comparing pricing, checking lead times, and trying to find something that matches the other locations. Meanwhile, a satellite office independently orders new workstations from a different supplier at a higher price. Each decision seems isolated and gets handled independently — making it harder to standardize quality, appearance, durability, and total cost across the organization.

How MGMA BestPrice can help

An MGMA BestPrice account manager can help leaders understand available pathways, connect to contracted options, and reduce the burden of starting every search from zero. Additionally, finding savings on furnishings and site refreshes will make you more prepared when it's time for larger builds, remodels, and expansion decisions.



One Call to Cover More of the Map

As you can see, the map is bigger than most practices think. Covering it is simpler than they expect.

Go back to that Tuesday at the orthopedic group. The office manager reordering toner by habit. The operations director on hold with a waste management company. The medical assistant overnighting a patient shipment at whatever price comes back first. Each of those decisions felt small in the moment. None of them had to be that hard.

That is what this savings map has been about. Not a catalog of contracts, but a different way of seeing the purchasing decisions your practice is already making — across office supplies and breakroom needs, uniforms and linen, waste and janitorial services, shipping and courier logistics, records storage and shredding, IT and telecom, vaccines and clinical support equipment, furniture and site refreshes, and even construction and facilities projects. These categories are real line items your organization pays for every month, every quarter, every year. The question is simply whether you are managing them with strategic support or handling them one at a time.

Mapping more of that spend makes a measurable difference.

In one recent cost study, a federally qualified health center (FQHC) worked with MGMA BestPrice to review its purchasing across a set of contracted GPO categories. The result: **\$35,000 in documented savings, representing approximately 28% savings on the categories reviewed**, compared to how the organization had been purchasing on its own. This illustrates what becomes possible when a practice stops treating each purchasing decision as an isolated errand and starts seeing the whole picture.



Don't Let Your Savings Go to Waste

Every category in this savings map is one your practice is already paying for. The only question is whether you're managing it with strategic support or handling it alone. Your dedicated MGMA BestPrice account manager is ready to help you identify where contracted options exist — starting with the categories that matter most to your organization.

Send an email, make a call, or log in to the MGMA BestPrice member portal to explore available categories and start picking the services that fit your practice. It takes minutes — not weeks.

Reach your account manager: **(844) 234-6462**
support@mgmabestprice.org



See Your Savings Potential in Minutes

Ready to find out how much of your map you could cover? The MGMA BestPrice Savings Calculator delivers a personalized estimate based on your practice's actual spend — no commitment, no long forms, just a clearer picture of where your biggest opportunities sit.

Try it now at mgma.com/vendors/mgma-bestprice

Getting started does not require a major operational overhaul. It starts with one call to your dedicated MGMA BestPrice account

manager — someone who already understands the category landscape and can help you identify where contracted options exist for what you are already buying. From there, the process can be as targeted or as broad as your practice needs. Some groups begin with a single high-friction category like waste or IT. Others use the savings calculator to get a quick read on where their largest opportunities may sit. Larger or more complex organizations may benefit from a more structured cost study, like the one that surfaced the FQHC results above.

One phone call at the front end of your spending decisions — before the waste management company's rate increase forces your hand, before the furniture search consumes two weeks, before the IT contract auto-renews without review — helps turn fragmented purchasing into a more coordinated, whole-practice savings strategy.

MGMA BestPrice is a no-cost MGMA member benefit. The contract portfolio is already in place. The account manager is already available. The only thing left is to decide how much more of your map you want to cover.



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