



# California Family Health Council, Inc.

[www.cfhc.org](http://www.cfhc.org)

## Strength In Numbers

The story of hope through Total Cost Reduction  
Louis Linsmeyer, Cooperative Manager



### FPCPP/CPN

Cooperative Purchasing Programs of the  
California Family Health Council

[www.fpcpp.org](http://www.fpcpp.org)

# Cooperative Programs At A Glance

- FPCPP began in 1992
  - Title X
  - Manage contraception costs
- Membership Expansion
  - Non-profit
  - Non 340B Public Health Agencies
- 1200 Agencies
- 3200 Sites
- 48 States

# Strength in Membership

- Cooperative Network
  - Direct Mail
  - Electronic Mail
    - Monthly Update
    - Quarterly Newsletter
    - Blog – Daily articles, coupons, audio updates and Friday Ruminations
- Contracts Development
  - Direct Order
  - Brand vs. Generic
  - Wholesaler

# Deficit Reduction Act Effects On Contraception Cost

- 340B Agencies
  - DRA Exemptions
- Non-340B
  - No safety net. Rising Costs

# Cost Savings Opportunities

Disposable Medi/Surg Supplies



# Total Operational Cost

- Member's success hinges on cutting costs across all levels of operations. Our 17 contracts include the following areas:
  - Pharmaceuticals
  - Medical/Surgical Supplies
  - Office Supplies
  - Diagnostic Testing
  - Laboratory Services
  - Information Technology



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