

Value First – Round Table Highlights

Why Value First

- Most popular categories are Food, Maintenance / Facilities, Medical and Equipment. However, with the expanded portfolio we should have coverage for almost anything your community is looking for.
- Recent savings results for Kansas members:
 - Sysco Food cost study, already utilizing a competitive program, resulted in a 7% savings.
 - Provided an optimization cost study for a member already on our food program that resulted in an opportunity to save an additional 5%.
 - McKesson Medical cost study resulted in a conservative 12% savings when converting from Direct Supply's partnership has consistently saved between 5% - 10% over other programs. They also provide monthly promos highlighting 10% - 20% in additional savings.
- Value First also has an employee benefit program called Perks At Work. They highlight hundreds of savings opportunities for Retail Shopping, Computers, Phones, Travel, Movie Tickets and a lot more.
- Reach out to ann@leadingagekansas.org (817.680.5471) with any questions!