

GPO Assessment Framework

Use our **GPO Assessment Framework** to determine what questions to ask when considering partnering with a GPO. It's structured around key decision-making categories, each with probing questions designed to evaluate alignment, value, and fit.

GPO Model Fit

- Is the GPO horizontal (broad categories) or vertical (sector-specific)?
- Which model best aligns with our industry, spend categories, and strategic goals?

Product & Service Coverage

- Has the GPO shared a detailed supplier portfolio or contract list?
- Do their offerings cover the majority of our indirect procurement needs?
- Are there gaps that would require frequent off-contract purchases?

Savings Potential

- How do their pre-negotiated rates compare to our existing supplier agreements?
- What percentage savings can we expect compared to what we could achieve on our own?
- How does the GPO's purchasing power compare to competitors?
- How many active members does the GPO have?
- What benefits beyond cost savings are offered (e.g., risk reduction, compliance, sustainability)?

Membership Structure & Fees

- Is membership always free, free-to-join with fees, or paid?
- If free, how does the GPO make money?
- Is the fee structure transparent and easy to understand?

Data & Reporting



- Can we access real-time or regularly updated reports on spend, savings, and compliance?
- Are dashboards or reporting tools available, automated and customizable?

Contract Flexibility



- Are there minimum order requirements or volume commitments?
- Will the GPO restrict our use of preferred suppliers or ability to negotiate custom terms?
- Can we opt in or out of individual contracts based on our needs?

Onboarding Process



- What is the timeline to value (how soon will we start saving)?
- Will the GPO conduct a cost analysis to identify opportunities?
- How complex or time-consuming is the onboarding process?

Strategic Alignment & Resources



- Will the GPO adapt to our existing procurement strategy?
- Are Sourcing Advisors available with real procurement expertise?
- Can the GPO help fill gaps in expertise or internal bandwidth?
- How much effort is required from our team to manage the GPO relationship?

Member Support & Engagement



- Do members get a dedicated account manager?
- What types of support services are offered (e.g., training, issue resolution)?
- How does the GPO ensure we're aware of available benefits?
- How frequently does the GPO communicate updates and opportunities?
- What communication channels are used (email, calls, portal, etc.)?
- Does the GPO conduct member satisfaction surveys? What have results shown?